

# LEATHER *and* SHOES

*The International Shoe and Leather Weekly*

JUNE 14, 1952



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June 14, 1952

LEATHER and SHOES

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# LEATHER and SHOES

ESTABLISHED 1890

Vol. 123

June 14, 1952

No. 23

## FEATURES

RESEARCH HOLDS SPOTLIGHT AT LEATHER CHEMISTS MEETING .....	12
PRESIDENT'S REPORT, By Robert M. Koppenhoefer .....	16
NEED FOR PRODUCT DEVELOPMENT, By Lawrence L. Jones .....	19
CONVENTION CANDIDS .....	22, 26, 28, 29, 30 and 70
ABSTRACTS .....	27
ALCA REGISTRANTS .....	31

## DEPARTMENTS

Editorial .....	8	News .....	34	Hides and Skins .....	44
Stylescope .....	9	Person to Person .....	40	News Quicks .....	47
News X-Ray .....	33	Leather Markets .....	41	Deaths .....	72
		Tanning Materials .....	43	Advertisers' Index .....	74

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LEATHER and SHOES

June 14, 1952

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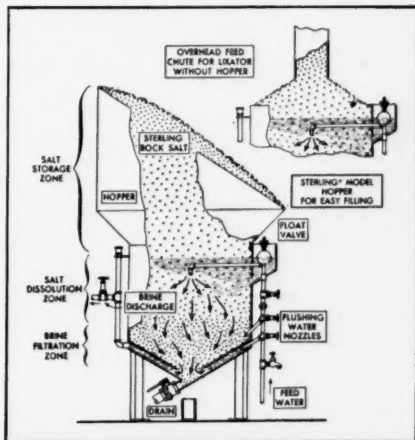
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*platforms*

# LEATHER PROCESSING—NEEDED TANNERY RESEARCH

*Leather chemistry has made great strides, but there's more to do*

**T**HERE has been increasing vocal activity concerning research in the tanning industry. Everyone agrees that leather industry research should be expanded considerably in range of activity and the cold cash to back it up.

But one of the unfortunate things about all this discussion regarding leather research is that too many people interested in this matter are seeing such research as primarily a matter of using a microscope to see what hides and skins and tanning materials and leather consist of from a standpoint of histological structure. While this is enormously important—that is, the inherent structure of leather—leather chemists, along with the tanning industry, must face the realistic fact that it is only a part of a full research program.

## Processing Neglected

One of the most neglected departments of tanning industry research is factory processing of leather. While it's important to know what leather consists of as seen through a microscope, it's every bit as important to know how to process it more efficiently through each department in the tannery so that at the end of the line we have a better piece of leather that costs less and can sell for less. All of which means that leather-making can become a more profitable business for the tanner because (1) his costs are reduced; (2) he sells more leather because lower costs or prices expand his markets; (3) his customers are placed in a better merchandising position to promote a desirable product with more vigor.

Sorrowfully, there hasn't been a substantial increase in productivity in tanning in terms of actual factory processing. Some tanneries have made notable advances in improving factory efficiency, with substantial savings in labor and other costs. But these tanneries are relatively few.

For example, today the tanning industry still employs some 45,000 workers, the same as it did back in 1940, while there has been no appreciable increase in total annual output of leather. In short, it takes approximately the same number of workers

today as it did 12 years ago to turn out about the same footage of leather. This is hardly a favorable example of technological progress. While there have been notable advances in leather chemistry and tannages, along with tanning materials and chemicals, the advance in mechanical processing has been relatively sluggish.

In fact, it will come as a surprise to many that for more than a half century the tanning industry employment figure has stood annually at approximately 50,000 workers. Though we are making substantially more leather today than a half century past, it is doubtful that the tanning industry's progress in mechanical processing has been what it should or could be in terms of reduced costs.

Traditionally, tanners are faced with fluctuating costs of raw materials. Traditionally, they have claimed that because they have been dealing with a by-product they have little or no influence in controlling the costs of their raw materials, and hence little control over the cost of their leather. This is essentially true, of course.

But the tanning industry is master of its processing costs—or should be. It is here where, through intensified and specialized research, that wholesome economies can be realized, passed on to the customer to the profit of all concerned. But it is just here where the by-passing of research has occurred.

Compare, for example, with other industries—automotive, petroleum, chemical, electrical, etc. These industries, too, have had to face the problems of rising or fluctuating raw materials costs, much of it beyond their direct control. Yet they have concentrated on constantly improving their mechanical processing, methods, plant and equipment. As a result, in

many instances their rate of progress has been phenomenal. They have been able to turn out a substantially improved product at lower cost and price with greater profit for themselves and their customers.

Essentially, all research works toward a single, simple goal: to produce a better product with greater efficiency and lower cost. This is also the core of free enterprise. As to the mechanical processing of leather, we have not yet scratched the surface. As cited not long ago by Clifford Roberts, Director of Research at United Shoe Machinery Corp., in the very near future we will likely be able to paste leather without paste; will be able to dry leather in one-tenth of the present time and do it better and cheaper; will have machines of the through-feed type wherein a man will pick up a piece of leather at the first machine, insert it and then forget it; will eliminate the errors from leather measuring. Yes, and even be able to reprocess hides and skins by chemical means in continuous sheet form—a piece of research now well past the crude stage.

## Goal—Better Product

The leather chemist should and will have a direct hand in all of the mechanical processing improvements from beamhouse to finishing. But one thing is certain: leather research has to come out from behind its microscope, turn more focus on putting the leather through the tannery with greater efficiency and lower cost—and come out with a better product.

This holds promise of being the most powerful defense against the "uncontrollable" fluctuations of the industry's rawstock supply. The tanning industry is perhaps the oldest processing industry in the world. It has had more time to learn by experience. It has had a long head start. However, it has not yet made the most of this advantage nor yet fully cashed in on its opportunities. A fresh and intensified direction of research—mechanical processing—represents one of the largest of these opportunities.

## Land S Editorial

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1½¢ each.

# Stylescope

SHOE FASHION NEWS AND TRENDS

Women's shoe industry buzzing about multitude of new styles for next Spring. Predictions are widespread that a completely fresh approach to women's shoe styling will be launched. Many of styles will be further developments of this year's successes. Naked types will be stronger—stripings, thongs, bands, etc. In face of Fall styling lethargy, Spring should come as refreshing change.

Pumps reaching more dominating position. Latest reports are that 90 percent of stress on pumps, both trimmed and untrimmed, for Fall. Other 10 percent features mostly sandal types. Factories busy filling orders for immediate delivery, as well as for Fall. Buyers very active due to empty shelves. Question, however, still remains. Are consumers going to buy these shoes which basically feature no style change from past two or three years? Possibilities are great that repair trade will profit.

J. P. Smith Shoe Co., Chicago, doing exceptionally well with new line of men's British Walker Tishoes. These made on welt construction with special patented process. As result the shoe holds its shape much better than ordinary welt shoe and is extremely light and comfortable. Thousands of pairs have been made. Company has found that consumer reaction to line is tremendous. Production being increased.

A survey of southwestern shoe stores has brought forth number of ideas which may be useful to shoe manufacturers. First, why hasn't some smart stylist made an adaptation of very popular Western boot? A short version, an inch or two above the ankle, perhaps to be called the "South-west Boot," would ring the bell with high school and college crowd, one of best shoe-customer groups. These need not all have carving on them, although the more variety the better. Shoe people interviewed thought that such a novelty number would have especial appeal in climates where winter is short and not too cold, but cold enough for making ankle protection necessary.

Shoe store managers looking for exciting promotional item might consider possibility of giving away with every pair of shoe a small lapel charm of pair of shoes. These charms may be either of button nature to go into lapel, or put on leather pinbar. Give customer choice of beaded Indian moccasins, riding boots, ballet shoes, Mexican huaraches, tiny wooden Dutch shoes, etc. A novelty manufacturing company would put these up for a good price.

Another promotional item overlooked by most shoe stores is a shoe display, which might be tied in some time with United Nations week, showing shoes from all over the world: Chinese, Japanese, Dutch, German, Swiss, English, etc. There are many other national weeks, such as "large size week," which could be easily adapted to special and colorful sales-stimulating shoe promotions. Manufacturers could plan for these well in advance so that retailers could pick up the cue.

Casual and flattie houses putting in slightly tapered toe lasts. Modified tapered toes, definitely established in higher heel heights, now going well in flats and casuals. Soffie types especially important for early Fall selling. Brevitts expected to be better than last year. Here hooded heels doing very well.

New idea is a brevitt-type on higher heel. This features two rows of moccasin stitching which extends into quarter and back to heel lift. Many lines now including this styling. Best color in casuals right down the line is benedictine. Being used in all-over and as trim. Promises to be outstanding color in low heeled shoes of all types. Color neutral enough to complement various important shades in ready-to-wear.

Complaints have been fairly prevalent about no good styles for older women. Here is increasingly large group of consumers, with money to spend, who are going neglected as far as fashion shoes are concerned. These women, 50 years old and better, are just as style conscious (many more so) as their younger counterparts. They are constantly in search of smart styles, but will not sacrifice comfort.

American shoe industry has know-how to produce comfortable, fashionable shoes. Here is golden opportunity for some one to go all out on creating special styles for older women. These should not have look of "mamma" shoes. A happy medium could be achieved between strictly young lines and more mature styling. Add to this factor of essential comfort and sales should zoom.

Rosalie Margulies

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**better leather coloring**

**less skin wastage**

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# Chemist's Convention Number

*Annual Meeting*

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*in a word, buy Atlas Oils always!*

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## Research Holds Spotlight At

# LEATHER CHEMISTS' MEETING

*Over 500 at ALCA convention hear 16 outstanding technical papers*

Of the 43 annual meetings held during the history of the American Leather Chemists Association, this one, held in Swampscott, Mass., June 1-4, was voted unanimously to have been the most successful. The array of technical papers was among the best ever presented; the social program was genuinely outstanding; the weather was perfect; the location—the New Ocean House, facing the sea—ideal.

Sixteen technical papers were presented during the three-day session. Four of these were presented by representatives of government agencies, nine by firms of private industry (United Shoe Machinery Corp. researchers gave three of the papers), and three by universities. In addition, the New England Tanners Production Club held a well-attended roundtable discussion covering the topics of soaking operations, beam-house procedures, bating, pickling, finishing, etc., under the chairman-

ship of Erskine D. Lord. The forum proved highly fruitful in the opinion of the audience.

Regarding the technical sessions, one significant comment was made by several sources—that although the papers were excellent, there was too much emphasis on "structure" problems of leather with resultant bypassing of processing and tannery problems. Thirteen of the sixteen papers dealt with chemical structures of leather or tanning materials, with only three outside of this concentrated field.

Some members voiced the opinion that a greater spread or variety of topics—particularly outside of the direct field of leather chemistry—should comprise future programs. "It is not right," remarked one, "that we chemists should become so saturated in leather chemistry that we lose sight of other matters concerning leather, such as processing procedure, merchandising, economics, management

and other important subjects surrounding our daily work."

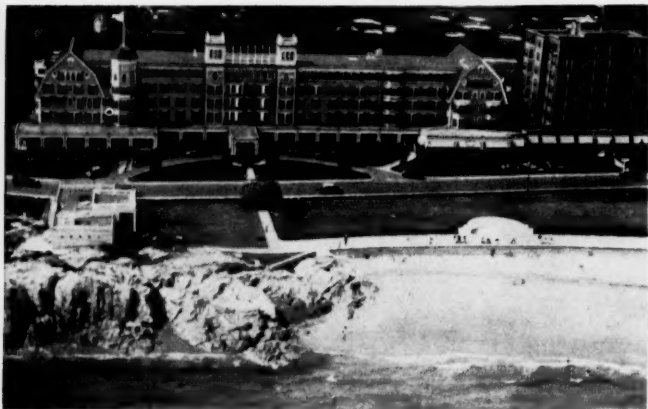
Of the sixteen papers, six concerned tanning materials, four dealt with mechanical testing, two with tannages, two with collagen, and two with processing.

### Expanding Interest

Indication of the expanding interest in tannery processing matters was the heavy attendance and intense audience participation during the Roundtable Discussion, under the auspices of the New England Tanners Production Club. Emphasis was placed on the "practical" aspects of tanning procedures, such as soaking, bating, pickling, finishing, etc. Many of those in attendance thought it significant that so many different opinions were held regarding the application of each of these processing procedures. One pertinent comment that was made: "While varied ideas and differences of opinion regarding leather processing are healthy and essential to technical progress, it does seem that much of this diversity is due to lack of certainty about the best way to do a specific job. In short, what is evidently needed is more cohesion of ideas."

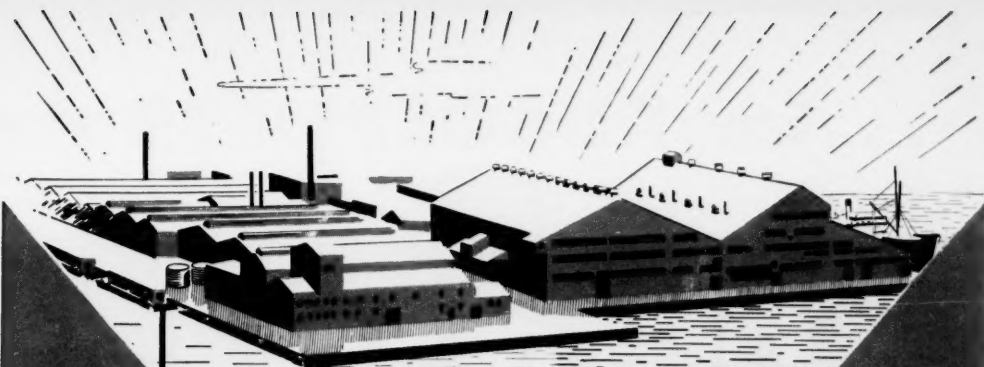
The Alsop Award for 1952 went to Joseph R. Kanagy, of the U. S. Bureau of Standards, for his studies on the physical properties of leather, moisture relations of collagen and leather, water permeability of leather, and other investigations. This is the first Alsop Award to a government man since it was received in 1943 by Ralph W. Frey.

The ALCA elected two new Council members: Chester Ross and Leslie Collins. New president-elect is Edwin S. Flinn of the Mead Corp., who next



*New Ocean House, Swampscott, Mass., site of A.L.C.A. meeting.*

*(Continued on Page 67)*



*Mutual*

**KOREON**

**MUTUAL'S PREPARED ONE-BATH CHROME TAN**

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**POTASSIUM BICHROMATE**



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June 14, 1952

LEATHER and SHOES

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# PRESIDENT'S REPORT\*

## *Leather chemists see expanding industry via vigorous program*

By Robert M. Koppenhoefer

President

American Leather Chemists Association

The most important activity of this or any technical association is the work of the Technical Committees, for it is they who provide the tools with which we carry out our assignments. Committee work, as those of you who have served know, is tedious and often unrewarding. Superimposed as it usually is on your daily responsibilities, there is often a tendency to let it slide in preference to problems of more immediate importance. And yet, without a continuing effort on these problems to make certain that our methods are accurate, practical and up-to-date, we would fail in our most important obligation to the industry. There are some of our members who have contributed substantially of their time and energy in this respect and while their efforts are manifested in our daily work, so unassuming has been their effort that I doubt if many of you know who these men have been and are. I do want to take this opportunity to acknowledge their contributions.

There is much to be gained by participation on one of the Technical Committees. If we analyze the problem we can list the following benefits:

1. The opportunity of contributing in a substantial fashion to the attainment of one of the basic objectives of the Association—the development of accurate analytical techniques.
2. Working in close cooperation with an organized group is an excellent means of getting to know your associates, their problems and their strong points.
3. From committee work you can learn best how the Association



functions and what are the broad principles which motivate its policies.

4. Like mathematics in a college curricula, it is a means of sharpening one's technique under the impetus of competition. Better precision and accuracy along with a better understanding of the fundamentals of chemistry can be achieved.
5. Finally, as with all Association work, it represents a further schooling in the important techniques of human engineering—the ability to get along with people and to persuade them of your convictions.

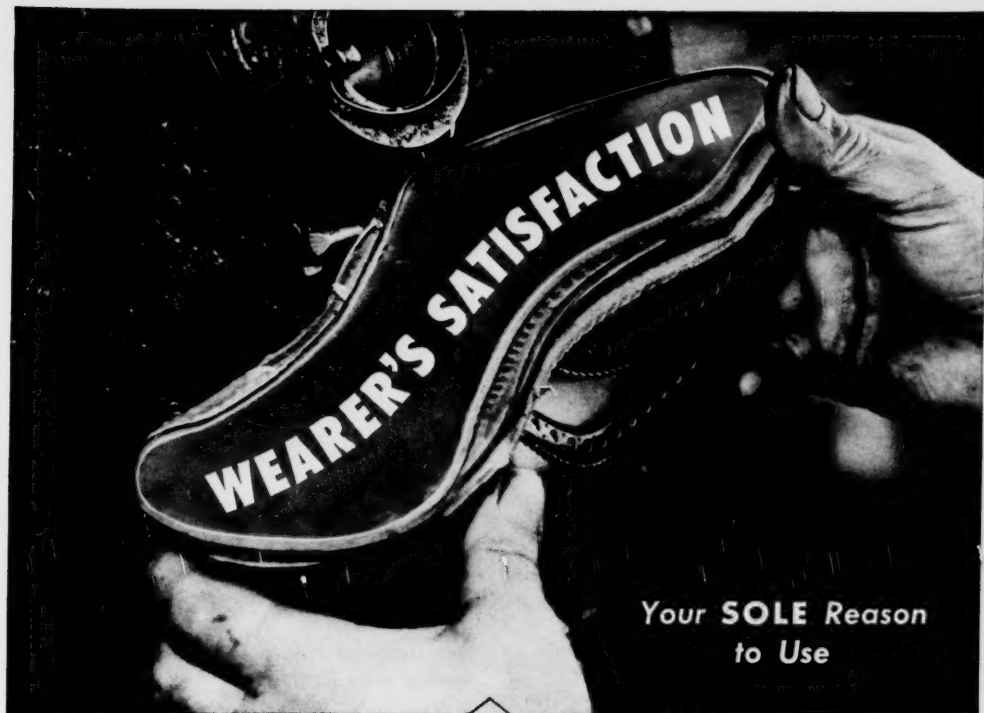
Several years ago, in an effort to supply a centralized driving force for all Technical Committee activities, the program was placed under the direction of a Technical Committee Board headed by a chairman who is President-Elect of the Association. This provides the Technical Com-

mittees with direct access to Council and supplies a continuity of direction linked to that of the management of the Association. It supplies official recognition to the importance of this work in the affairs of the Association and, on the debit side, places so much responsibility on the President-Elect that his eventual assumption of office is somewhat anti-climactic.

Since last year, one new Technical Committee on Leather Finishes was organized under the direction of Mr. McPhee of International Shoe Company and has begun to function. The Committee on Physical and Mechanical Properties, under Mr. Maeser of United Shoe Machinery Corp., is re-writing all of our methods in this field to incorporate the progress of the last ten years. The group on Mineral Leather under Mr. Seligsberger of Allied Kid Company is a relatively new group which has an extensive program under study. Dr. Morrill of B. D. Eisendrath Company has made notable progress with his group this past year in re-working our techniques for nitrogen and fat analysis. The Vegetable Leather Committee under Dr. Rogers of the U. S. Department of Agriculture is always an active group since the important hide powder assignment, the work of tannin analysis and the determination of hide substance are handled by them. Mr. Wagoner of Armour Leather Company is the new chairman of the Industry Waste Disposal Sub-Committee of the Tannery Practices Committee. And finally, Mr. Telander and his Standards and Specifications Group have done an outstanding job on a difficult and tedious assignment of advising on Government specification problems.

(Continued on Page 52)

\*Delivered before ALCA Meeting, Swampscott, Mass., June 2, 1952



Your **SOLE** Reason  
to Use

# DIAMOND COMPOUND

**T**ESTED and proved for 40 years — Diamond A is recognized as the Tanners' standard sponging and washing compound.

Here's why. Diamond A does a *double* job — (1) It prepares sole leather for rolling and protects the grain. (2) Used as a dip after rolling, it toughens the grain and improves color and finish.

Why delay? Let the Borne, Scrymser representative give you full particulars on Diamond A. You'll agree it's in a class by itself.

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Facilities are  
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Supreme A Compound  
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# BORNE, SCRYMSER COMPANY

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*Chemicals you live by*



**For One-Bath Whites—Choose  
Tanolin® W2XD**

Diamond's Martin Dennis Division developed Tanolin W2XD for just one purpose: to save you time and money in producing strong, quality white leathers.

Tanolin W2XD is the only chrome tanning agent that bleaches as it tans. That means two big advantages for you: (1) you save time and labor by completely eliminating the bleaching process; (2) your end product is a strong chrome-tanned leather—not a *substitute* tannage.

You get uniform results, too, because W2XD isn't just dumped together in a drum; it's *chemically combined* to give you precisely the tanning and whitening actions you need to produce quality white leathers.

Look to Diamond for tanners' chemicals like Tanolin W2XD. Look to Diamond, too, for pickling salts, and a complete line of fat liquors.

**CHEMICALS FOR THE LEATHER INDUSTRY**

THE MARTIN DENNIS COMPANY... A DIVISION OF  
DIAMOND ALKALI COMPANY... CLEVELAND 14, OHIO



# *penny's worth of Color dollar's worth of Sales Appeal*

For each new season, National Aniline anticipates the tanner's changing needs with a full line of popular colors for every type of tannage.

We will welcome the opportunity to work with you on exclusive colors for your new lines, to provide matches and formulas, and to give you prompt service on the dyestuffs you need from nearby stocks of

NATIONAL ANILINE DYES



## *National Aniline Dyes*

**NATIONAL ANILINE DIVISION**  
ALLIED CHEMICAL & DYE CORPORATION

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# NEED FOR PRODUCT DEVELOPMENT\*

## *Improvement of leather through a stepped-up research program is urged*

By Lawrence L. Jones

President

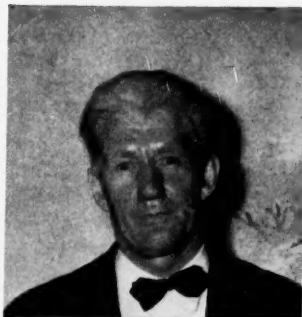
Tanners' Council of America

**M**ANAGEMENT is a composite just as much as research and scientific work is a composite of many ideas and many points of view. While the opinions I express are my own, they do reflect, I believe, a trend and train of thought common to a very large cross section of the tanning industry.

Developments such as we have experienced during the past year somehow or other wash a relief map across management's thinking. The highlights stand out much more prominently than under more normal conditions when the stresses of business operation are less exacting and less costly. There are common elements in management thinking today which I believe can be singled out and defined broadly perhaps, but with enough accuracy to justify a good deal of consideration by management itself and by you as the technical complement of the industry.

There is one background factor in our thinking which I want to stress as positively and as loudly as I can. Those of us who have from time to time taken the trouble to think of the tanning industry in the perspective of its history and the technological changes of the times are beginning to feel impatient with vague pessimism. I believe that pessimism in any industrial situation is born of complacency and self-satisfaction. Generalizations about the tanning industry and leather that have the glories of the past as their base are certain to be frustrating and pessimistic. Such generalizations point to self-satisfaction in the past and a reluctance to acknowledge the implications of change.

In my opinion the temper of management in our industry is more vital and less afflicted by nostalgia for the



past than it has been in a great many decades. We believe in change; we are prepared for it; we expect to be equal to the challenge and the opportunity it provides; and, we expect a great deal from you.

### Specific Fact

It seems important to me that you know something about the character of industry and management thinking, not in any vague and abstract way but in terms of plain fact and specific action. Since last year certain forces have been set in motion which in my opinion mark a new and unprecedented level in the thinking of tanning industry's management. We are beginning to recognize that tradition and the characteristic pattern of our operations in the past cannot be accepted as pre-ordained. We are ready to question and even challenge past practices in every phase of management whether it be raw material buying, manufacturing operations, or technical changes and potentialities.

You probably know the major step taken by the industry within the last three months. Beginning with discussion in October 1951, our industry has moved rapidly in formulating a general program of consumer and

trade public relations, promotion and advertising. Some of you feel that management has been laggard in adopting such a program. However, I believe that a very sound case can be made for the proposition that the industry's discussion and thinking paralleled the emergence of economic facts and that our program was adopted at the right time. In any case those considerations are irrelevant, so much water over the dam. What matters above all is that we are launched as an industry on a program which will be an incentive and a stimulus to our individual merchandising as well as aiding the status of leather as a whole in the consumer mind.

I regard the step we have just taken as one side of what is logically an ambivalent situation. Let me give you my opinions which I think reflect the views of many other tanners and in that sense are an expression of management outlook. We know leather. We know its qualities, its merits, its advantages, and we want to see that others do not take those qualities for granted or become complacent about them. By the same token we cannot afford to be in the least complacent about our products. We have to meet forceful and aggressive competition, frequently on a plane where the stock answers and the negative kind of hope that an answer will be forthcoming sometime in the future are completely ineffective. We must recognize that improvements, some fundamental, some not so fundamental, are essential. They cannot be put off and left to happenstance, chance, or remote inspiration. What we need is a research program to balance promotion and advertising, a research effort that will be consistent not alone with the economic importance of our in-

*(Continued on Page 55)*

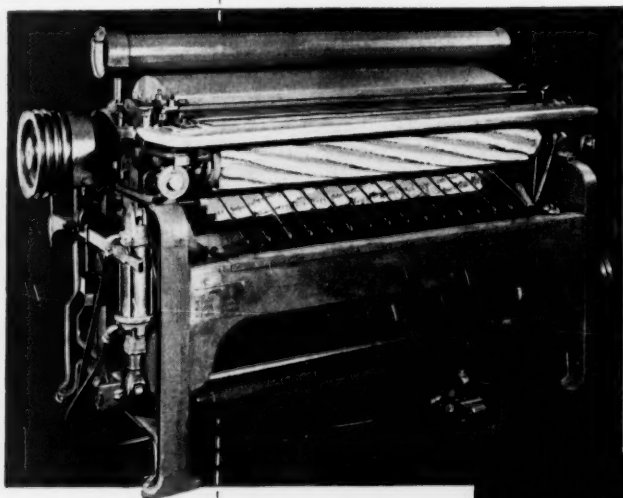
\*Delivered before American Leather Chemists Assn. meeting, Swampscott, Mass., June 3.



*It's supremely  
efficient!*



*It's time saving  
and money-saving!*



*It's easy  
to use!*



# FULTON COUNTY Oscillating BUFFER

*with Pneumatic\*  
"Toe Control"*

When 4 out of every 5 of the nation's leading tanners specify a machine it *has* to be good! And that's how popular the FULTON COUNTY OSCILLATING BUFFER with pneumatic\* opening and closing is with leading manufacturers.

This precision-engineered machine is designed to perform superb buffing and snuffing . . . one simple operation buffs a side or a hide . . . and will increase production by 12%. The Jenkins metal core brushes last longer, perform better; the machine's sturdy, lifetime construction assures years of repair-free operation at minimum upkeep-cost; just two turnbuckles to set and the finest buffer in the industry is ready to go to work for you. It's available in 40, 50 and 60 inch widths.

With Fulton "Toe Control," fatigue is decreased as production is increased. It can be custom-fit to accommodate your operator . . . high or low, left or right for most convenient operation. And in most cases, Fulton engineers can convert your present equipment to oscillator type machines and install "Toe Control" — all at surprisingly low cost with no wait for delivery.

Please write for all particulars.

\*optional at slight extra cost

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level dyeing,  
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# Nigrosines

Versatile and highly adaptable to many phases of leather dyeing, Calco's NIGROSINE WSB #50 and NIGROSINE WSJ #78 give excellent results on vegetable and chrome tannages. They work well in dyeing by drum or brush and in finishing formulas.

The Calco NIGROSINES are available in crystal or powder form, ranging in shade from blue to jet.

Your Calco representative will gladly give you full information on these and the many other specialized dyes in the Calco line.



*AMERICAN Cyanamid COMPANY*

CALCO CHEMICAL DIVISION, DYESTUFF DEPARTMENT  
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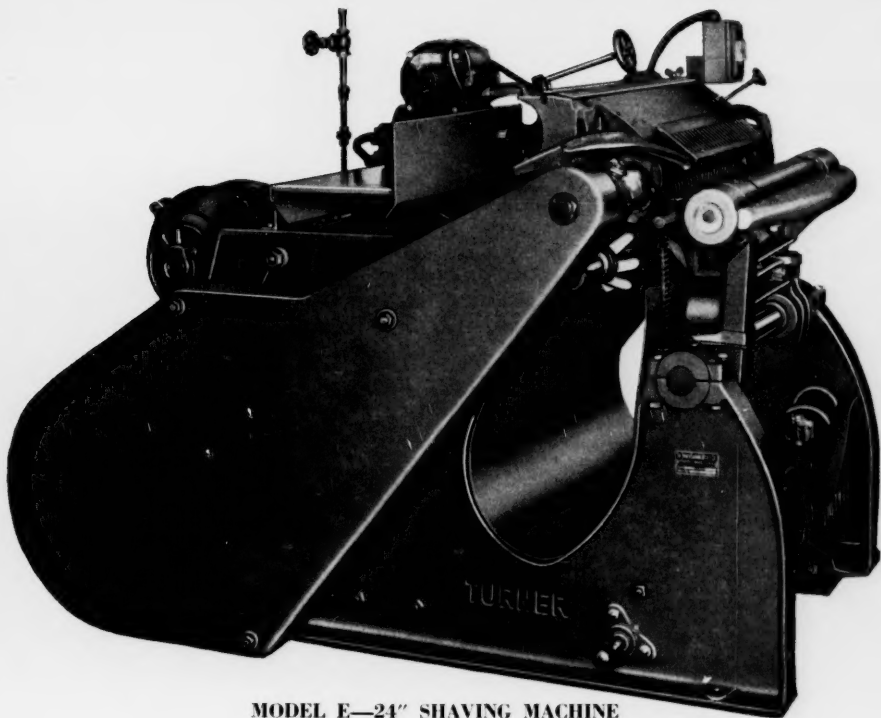
*bag courtesy of Mark Cross; gloves by Kay Fuchs*





(All identifications read left to right.) First Row: Jos. Norton, Harry Sentkowski, Vernon Norton, Mrs. Catherine Norton; George Edwards and Sandy Saxe. Second Row: Ab Mahoney, John Dooley, Rena Rumpf and Gus Boss; Oscar Wederbrand, Marguerite Smith and Vance Smith. Third Row: Edw. P. Steiner, Fred P. Luvisi, Jos. Kanagy and Chas. W. Mann; Bill Tefit, Mrs. Samuel Stahl, James Cullen and Harry Reichert. Fourth Row: Lawrence Suedenborg, Carl F. Good, Jim Morrison and Herb Weinstein;

Paul L. Bernhardt, Mrs. Bernhardt, Mrs. Rice and Francis Rice. Fifth Row: Lawrence Jones, Mrs. and Mr. Ed Doherty; Arthur Sauer, Mrs. Chas. Perry, James M. Cavanaugh, Chas. Perry. Sixth Row: Robert Kernahan and Elwood Presley; Louis Erera, John Greene, Jerry Cohen. Robt. Green, John Thomson and Ronald McCormack. Bottom Row: J. J. O'Brien, Mrs. Wand, Lawrence Partelow, and Mrs. Curtis Albee; Martin Lindsey, John Burkart, Herb Breithaupt and Leo Marrs.



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# THE ANSWERS TO 2 IMPORTANT QUESTIONS \* ABOUT Mead Chestnut Extract



This is only a portion of the many stockpiles of chestnut logs that insure a continuous supply of Chestnut Extract.



## 1. Is the supply of Mead Chestnut Extract adequate?

Decidedly yes. Recent surveys show that there is enough chestnut wood in our forests to serve the leather industry for many years to come. Huge chestnut stockpiles, such as the one shown above, are converted under chemical control at five extract plants, insuring a steady supply of Mead Chestnut Extract.



## 2. Why is Mead Chestnut Extract preferred over other tanning agents?

Mead Chestnut Extract is a superior tanning material, made by America's largest producer of vegetable tanning extracts. Repeated experience has shown:

**A.** Chestnut tanned leathers do not oxidize, darken on exposure to light, or develop an uneven color on aging, as do leathers tanned with many other materials, vegetable or synthetic.

**B.** Since the tanning system demands acid, the use of chestnut, with its plumping acidity, saves you money.

**C.** Mead Chestnut Extract eliminates up to 28% of leachhouse losses.

**D.** There are no hidden costs. When you use Mead Chestnut Extract, no time- and money-consuming preparation is required.

Ask about Mead Cold Soluble Chestnut Extract for retanned leathers. And—for more pounds of plumper leather—standardize on Mead Chestnut Extract.

## IT'S A FACT!

Mead Chestnut Extract will produce more pounds of plump leather per unit of tannin than any other tanning material.

Vegetable Tannin	Tan Yard Yield (white weight basis)
Chestnut Wood Extract	67%
Tanning Material A	61%
Tanning Material B	63%

Calculate your tanning material costs on a leather basis as well as on a tan unit basis. Mead Chestnut Extract, producing four to six pounds more leather, means positive savings.



**THE MEAD CORPORATION**

Tannin Extract Division, Lynchburg, Virginia

# SETTING OUT TO DO A *Good Job?*

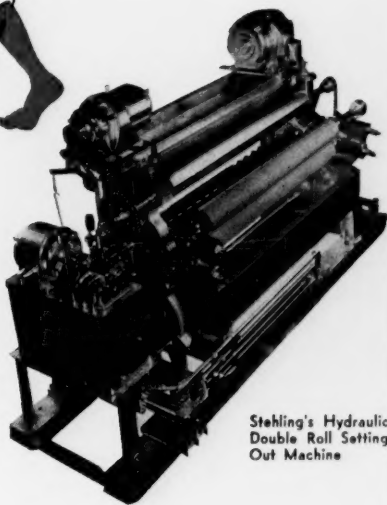
*We'd like to go with you!*



SETTING out to do a good job, whether it's fishing or tanning, means having the right kind of equipment and a *good setting out job* in tanning can't be done with the equivalent of a hook and line.

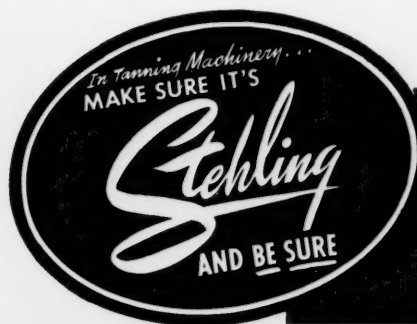
We'd like to go with you when you begin your study of setting out operations. We'd like to show you how the Stehling Hydraulic Double Roll Setting Out Machine does an exceptional job on both heavy upper sides as well as light leathers, receiving a double setting out action in one operation.

We'd like to show you how the lower rubber roll opens or spreads the leather while the upper rubber roll lays down the grain. We'd like to tell you about its heavier construction, heavier ball bearings, seven and one-half inch opening, minimum working parts, minimum maintenance.



**Stehling's Hydraulic  
Double Roll Setting  
Out Machine**

We'd like to tell you the whole story of the Stehling Hydraulic Double Roll Setting Out Machine. When you've installed this equipment we can *both* go fishing! Get the facts now.



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haus, Julius Pfanmuller, Curtis Albee and Frank Crystal. Fourth Row: Lucien Buch and Frederick L. Hilbert; Wm. Cronin, Ed. Chalmers, Mrs. Chalmers, Mrs. Cronin, P. A. Smith and Mrs. Smith. Bottom Row: Edwin Flinn, H. G. Turley and friend; Cardwell E. Belding, Rena Rumpf, Peg Rossi and Elmer Rumpf.

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# ABSTRACTS

## *Briefing of papers delivered at Leather Chemists' meeting*

### **"Studies Concerned with the Structure of Collagen. III. Effect of Formaldehyde Tannage upon the Stress-Strain Behavior of Thermally Contracted Collagen"**

By Norman M. Wiederhorn, Gerald V. Reardon and Alice R. Browne.  
Research Division, United Shoe Machinery Corp.

Stress-strain analyses have been carried out on formaldehyde tanned, thermally contracted collagen fibers. The chemical reactions involved and the number of cross-links formed were discussed in terms of these data.

### **"Tannage Factors and Their Effects on Leather Characteristics"**

By Wm. B. Zacharias, C. W. Mann, E. T. Steiner and F. C. Horkowitz, Office of Quartermaster General

The dependence of this country on importation of a large percentage of its tanning materials for the production of military leathers, requires that measures of conservation and efficient utilization of available tanning materials be undertaken and practiced and/or that substitutes be developed to safeguard against shortages in times of emergencies. In the first place, laboratory evaluations have been made on a large series of commercially prepared experimental leathers containing graded levels of chrome, vegetable tanning materials, and greases processed with variations in the type of reducing agent and masking agent used. The aim is to determine differences in the physical characteristics and to establish optimum concentrations of the reagents required to produce top quality leather. Such leather is essential because of the frequent long storage periods demanded.

Further, the evaluations have been extended so as to include a critical study of physical characteristics of a large number of leathers tanned with various synthetic materials, which in turn are compared for their value with the standards. Data confirming the possibility of conserving and substituting for strategic materials were given.

### **"Development of a Flex-Tension Test for Leather"**

By J. C. Carter and J. R. Kanagy—National Bureau of Standards

A machine which flexes leather under load has been applied to upper leather; with this machine it is possible to break the leather within a reasonable length of time and thereby reach a definite end point. The results show the importance of lubrication on preventing flexural fatigue. Flex life has been found to be inversely proportional to the amount of vegetable retannage in the upper leather. A good general correlation appears to exist between the strength of the leather and the duration of time of flexing before break.

### **"The Reactions of Formaldehyde with Vegetable Tanned Leather"**

By Seymour S. Kremen, Tanners' Council Research Laboratory, University of Cincinnati

The post-tannage of vegetable leather with formaldehyde has been found to yield a product which gives greatly improved service as an insole, and shows definite possibility of possessing better services life as an outsole. Acceptable, saleable leather has been produced in the laboratory and in several tannery-scale trials by various reaction conditions.

In recent years considerable progress has been reported on the reactions of formaldehyde with tannins to yield polymeric materials possessing special useful properties, including high thermal and hydrolytic stability. This work and the existing literature in the tanning field was discussed. The possible reaction mechanism based on the various reaction conditions and the properties of the final products were presented and evaluated.

### **"Vegetable Tannins"**

By E. S. Flinn and G. W. Stanbery, The Mead Corporation, Tannin Extract Division, Lynchburg, Virginia

The several vegetable tannins, used commonly in the leather industry at the present time, were examined (1) as extracts and (2) as tan liquors (both individually and in blends) for such physical characteristics as viscosity, freezing point, precipitation value and their compatibility in blends at various blending temperatures.

These same vegetable tannins were also compared with respect to their chemical combining power with hide collagen. The character of the leather so produced from these tannins was appraised for color, tan yard yield and pile-up.

### **"The Structure of Phlobatannins"**

By Robert C. Putnam, John C. Rockett and Agnes V. Bowles, United Shoe Machinery Corp., Research Division

Recent work on the structure of quebracho, wattle and mangrove was presented and formulas advanced to explain the data.

### **"Chemically Modified Tannins"**

By Kenneth P. Monroe, Standard Dyewood Company

Products derived from the natural tannins through exhaustive etherification by means of monochloroacetic acid and benzyl chloride possess the properties of shellac. The structure and properties of these interesting colloidal substances were discussed.

### **"The Structure of Chestnut Tannin"**

By William R. Browne and Robert C. Putnam, United Shoe Machinery Corp., Research Division

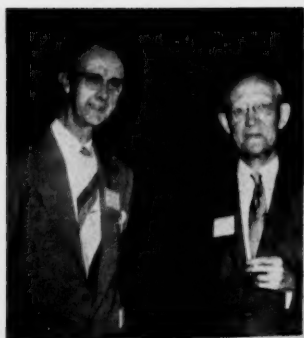
The isolation and purification of a major constituent of chestnut wood (*Castanea dentata*) tannin was described. The preparation of certain derivatives and preliminary structural investigations were discussed.

### **"Tennessee Valley Oak Bark As a Source of Tannin"**

By C. W. Beebe, F. P. Luvisi and M. L. Happich, Eastern Regional Research Laboratory, Philadelphia 18, Penna.

Lumbering operations on oak trees in the Tennessee Valley produce a considerable quantity of waste slabs, consisting of a mixture of wood and bark. The profitable use of the material apparently depends upon a cheap method of separation into a wood fraction free enough from bark to give a satisfactory pulp and a bark fraction free of barks from several species of oaks occurring in the Tennessee Valley indicate a considerable variation in the tanning content and

(Continued on Page 60)



(All identifications read left to right.) Top Row: Lawrence Sheard and Caspar Drueding; John Ivany and Fred Moynahan; Lewis B. Jackson and Wm. Pollard. Second Row: Ed Doherty and Paul Bernhardt; Vincent Mlejnek

and John J. Meehan; Clarence Martin and Lloyd Castleman. Bottom Row: Gerard Kevil and Chas. Lutz; Mr. and Mrs. Gus Boss; R. G. Turley and Wm. Vroman.



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Lindsay and H. B. Channon (examining group picture of 1928 Swamscott convention). Fifth Row: Harry D. Sentkowski, Robert Koppenhoefer and Ell Dee Compton; Arthur Huegel, Chas. Hoyt, Geo. Williams and Geo. Beesley. Sixth Row: Geo. Fromer, Harold Sabean and Otto Eckert; Mrs. Wm. Rossi, Mrs. Howard Willis, Mrs. Elmer Rumpf, Mrs. Ab Mahoney and Ab Mahoney. Bottom Row: Howard Lincoln, Wendell Morris and Adam Lammert; J. T. Chain, Ernest Stein and T. J. O'Connor.



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# REGISTRANTS

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Albee, Curtis L., Newark Chemical Co.  
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Aldrich, T. R., Jr., Marden Wild Corporation  
Allen, Louie S., United Shoe Machine Corporation  
Alps, Hugo, Privately  
Andreae, Virginia Oak Tannery  
Ashcraft, R. G., Endicott-Johnson Corporation  
Axelrad, Felix F., Fiber Chemical Corporation

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Daub, Guido E., J. Greenebaum Tanning Co.  
Davis, John H., American Extract Co.  
Davis, Ralph E., Jr., Hooker Electrochemical Co.  
Dawson, W. O., Chemtan Co.  
Dean, John S., Allied Kid Co.  
Deane, George P., Barbour Welting Co.  
DeBeukelaer, F. L., American Meat Institute  
Dee, Robert, Seaboard Chemicals, Inc.  
Dogliotti, Eugene C., Philadelphia Quartermasters  
Doherty, Ed. E., Bona Allen, Inc.  
Dooley, John J., Salem Oil & Grease Co.  
Dow, C. Warren, Diamond Alkali Co.  
Drew, Richard, Verza Tanning Co.  
Drueding, Casper, Drueding Bros. Co.  
Drummer, D. L., Armour & Co.

### E

Eckert, Otto, Eastern Inc. Oil Co. Products  
Eddy, Ralph B., Martin Dennis Co.  
Edmonds, Frank, American Cyanamid Co.  
Edwards, George S., Edwards & Edwards, Ltd.  
Ekstrand, Frederic L., Emery Industries, Inc.  
Elliott, Robert E., Jr., John H. Elliott Leather Co.  
Ellison, Herbert, B. D. Eisendrath Tanning Co.  
Erera, Louis, Allied Kid Co.

### F

Fassnacht, Frank L., Jacques Wolf Co.  
Faust, T. A., Yocum Faust, Ltd.  
Feeney, John W., River Plate Import & Export Co.  
Feron, Dare, Feron Lea.  
Fink, R. E., Proctor & Schwartz, Inc.  
Fleisch, Alfred G., Pfister & Vogel Tanning Co.  
Fleming, William J., Socony Vacuum Oil Co.  
Flinn, Edwin S., The Mead Corp.  
Frodin, Elmer E., Chicago Rawhide Mfg. Co.

### G

Gairdner, J. H., Davis Leather Co., Ltd.  
Gallun, A. F., A. F. Gallun & Sons  
Gallup, Matthew M., Phoenix Oil Products Corp.

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**Shoe business shaping up far better than anticipated.** Change-over from gloomy pall of early this year remarkable. Earlier, shoe manufacturers predicted low production and sales year, pointed to sharp decrease in military as well as civilian demand as tip-off on poor season. Many saw 1952 output down as low as 450 million pairs, sales about on same level. Not too many contradictions heard, even at top levels, until mid-April.

**Today, all is changed.** The hue is distinctly rosy. Many of those who foretold black year now extolling 1952 as one of industry's brightest. Reason for swift change of color is sudden break-out of civilian buying, stepped-up military orders. Almost overnight, the industry feels healthy again.

**Signs are everywhere.** Tanners over country report heavy pressure from leather buyers for fast delivery. Many shoe manufacturers want leather, ordered last month for delivery in July, to be delivered in June. Tanners claim it physically impossible to meet new demands for early delivery. Only one explanation for wave of demands: retail business is good, expected to get even better. Above all, a whopping fall.

**Shoe manufacturers themselves bear out predictions.** Despite claims leather market has stabilized, will not rise further, shoemen not taking any chances. Many want to stock up on leather before July vacations, get off to fast start immediately afterward. They figure the long drought is over, the time is psychologically ripe for most active fall selling season in many years.

**Little heed will be paid warning of William Sheskey, Tanners' Council economist.** Sheskey points out (see L&S, June 7) that overproduction of shoes this year (500,000,000 pairs or more) will inevitably lead to period of underproduction in next. Lesson seen in what happened after first quarter 1951.

**Sheskey's warning must be qualified, however.** Last year's situation was precipitated by Korean War scare when consumers rushed to stock up on shoes. Rumors of shoe rationing were everywhere. Resultant lean months of shoe sales were only natural. This year, no war scare to spur unnecessary shoe buying at consumer level. Customers will buy only what they need or want, certainly not stock up for long war. If saturation point is reached, it will be gradual, give retailers and manufacturers ample time to pare their own buying and manufacturing schedules.

**More normal application of supply and de-**

**mand law will control shoe output.** If demand is healthy enough to consume 500 million pairs, so much the better. Consumers will not have stocked as far ahead as they did immediately following Korea. Also, the same inflationary and uncertain price pressures should not be around to keep customers away from market. All in all, a good fall could prove one of shoe industry's healthiest and happiest events in years.

**Higher taxes, costs, still making themselves felt in leather industry** despite higher volume of dollar sales to date over last year. Publicly-reported dividends paid by leather and textile firms combined during April 1952 totaled only \$11.5 million against \$12.4 million in April last year. For first four months 1952, dividends came to \$51.2 million against dividends of \$54.9 million from Jan-April 1951.

**Little known aid in offing for small leather firms.** OPS undertaking complete re-examination of its regulations to help small business. Complaints from small business have waked OPS officials to fact small firms cannot keep up with myriad regulations, haven't time, money or personnel to comply with all control laws.

**Next step** is to assign each of 104 OPS field offices an existing regulation for study. Study will be made by team of small businessmen, an accountant, lawyer and economist. Teams will then make suggested improvements aimed particularly at easing burden on small business.

**Few people aware that some hide and skin selections have already reached or exceeded 80% danger point** set by OPS when it suspended hide and skin ceiling prices. Listing of rawstock prices recently on various markets showed scattered selections at 80% or higher of former ceiling.

**OPS will naturally take no action unless another inflationary wave breaks out.** Yet mere fact that some hides and skins were able to reach imaginary new ceiling without mention indicates looseness of OPS warning. Even were majority of rawstock able to reach 80% point under current market conditions, OPS would find it extremely unpopular if not impossible to reinvoke price ceilings. Recent industry talk on what OPS meant by 80% just waste of breath. Nothing will be done unless entire national situation gets out of hand again.

# SHOE BUSINESS CONTINUES ACTIVE

## ORDERS RUNNING AHEAD OF LAST YEAR

### *Manufacturers Ask Earlier Leather Deliveries*

Shoe business at the manufacturers and retailers level has held the stepped-up momentum first reached in April, according to a nationwide survey conducted by LEATHER AND SHOES.

Manufacturers, particularly in women's shoe lines, reported a good volume of orders, equal at least to 1951 and better in many cases, has kept their production schedules in high over the past two months or more. Many say they will continue at this pace until the end of July at least.

Retailers, including chains, department stores and the larger independents were somewhat less positive in describing sales of summer shoes. Some reported May dollar volume above last year while others said sales had fallen off from May 1951.

For example, G. R. Kinney Co., Inc., leading shoe chain reported its May sales increased 415 percent over last year with sales for the first five months of 1952 running 5.3 percent ahead of last year. The company now operates 322 stores as compared with 314 last year.

### **Others Down**

On the other hand, Melville Shoe Corp. reported total net sales for the first few months of 1952 were running seven percent under a year ago. Retail sales in its Thom McAn and John Ward stores in the same period were 3.7 percent below a year ago.

During the four weeks ended May 24, the company's retail figures fell eight percent below the same 1951 period while its total net sales were fully 29.4 per cent below last year.

For the most part, however, both manufacturers and retailers were concentrating on prospects for fall business. Shoemen over the country were looking forward to one of the industry's healthiest seasons in years.

This feeling of optimism was backed by production figures running well ahead of 1951 and approach the high rate of 1950. Even without stepped-up military shoe activity, civilian shoe production is estimated at an annual rate of 492

million pairs or better. Only a sudden sharp slackening in sales and production could prevent combined civilian and military output from reaching or even exceeding 500,000 pairs by the end of the year.

Indicative of the pace now being maintained in factories has been the sudden rush on the part of many manufacturers to obtain earlier delivery on finished leather orders. Manufacturers who had bought into late July were urging tanners to delivery by the end of this month. Many appeared anxious to fill leather stocks before the July vacations, claimed they were ready to put their fall run into high gear immediately after the vacation period.

### **Want Deliveries**

Tanners reported that leather buyers were far more interested in obtaining deliveries against old orders than in placing new commitments. Most factories had ordered well ahead on their leather needs. As a result, tanneries were humming on orders taken during April and May but sales offices were on the dull side again.

Another factor contributing to the slowdown in the new leather sales was the sudden easing of hide and skin prices at mid-week. A considerable number of hides were sold at 1/2c to 1 1/2c below recent highs. The stability attained in the past three weeks after a period of mild increases was threatened and leather buyers were inclined to wait on the sidelines, watch new developments, before making new commitments.

Significantly, tanners who had predicted throughout the period of rising rawstock prices that the overall increase would be mild now said they did not expect the latest adjustment to result in wholesale price declines. Consensus was that the market would remain near present levels over the next two months.

### **HIDES HOARDABLE**

The improved supply-demand situation now prevailing in hides and skins and quebracho extract has prompted another easing in regulations by the Government.

The National Production Authority has just deleted these commodities from its special list of materials which may not be hoarded.

## ARMY ADOPTS NEW X-RAY SHOE DETECTIVE

### *Reveals Flaws In Military Footwear*

A new portable Footwear X-Ray Inspection Unit, designed to enable military shoe inspectors to fluoroscopically detect hidden and latent defects in military footwear, has now been adopted for regular use by the Quartermaster Inspection Service, National Office.

Research conducted at the New York Quartermaster Procurement Agency Instrument Engineering Office coupled with initial trials held at a large shoe manufacturing plant resulted in development of new fluoroscopic inspection techniques, said Brigadier General R. P. Hollis, Agency Commander. Techniques have already been demonstrated and accepted by the Office of the Quartermaster General in Washington, D. C.

Unlike other X-Ray Units, the operation of the new units requires very little training of personnel. In addition, various new safety devices have been incorporated on the machines to protect the operator from possible exposure to harmful radiation.

The QM Inspection Service is currently procuring 20 of these units for use on all military footwear contracts, said General Hollis. These will be employed as quality control instruments to assure higher standards of product and to insure economical and rapid inspection. They are being purchased under Invitation for Bids No. QM-30-280-52-1841. Bids will be opened in New York on June 13, 1952, at 10:00 a.m.

### **1st Quarter Output Off 4% In St. Louis**

Production of footwear for the first quarter 1952 in the Eighth Federal Reserve District totaled 23,497,000 pairs, four percent below the 24,539,000 pairs produced in the corresponding period of 1951, the Federal Reserve Bank reports.

During March 1952, output amounted to 8,059,000 pairs, a five percent decline from the 8,463,000 pairs produced in March 1951. March 1952, however, showed a gain of seven percent over the 7,549,000 pairs produced in Feb. 1952.

## UNITED SHOE TRIAL ENTERS FINAL STAGES

### Attorneys Present Closing Arguments

Presentation of closing arguments by Justice Department and defense attorneys marked entrance of the Government's anti-trust suit against United Shoe Machinery Corp. into its final phase this week. Trial was re-opened in U. S. District Court, Boston, before Federal Judge Charles E. Wyzanski, Jr., who allotted both defense and Government attorneys two days apiece for their final arguments.

Atty. John L. Hall, chief USMC counsel, stated there was no basis for the monopoly charges since the company had achieved its success due to "the superior efficiency it has developed in its machines and the superior facilities it affords for their efficient use." Hall cited testimony to this effect given by Prof. Joel Dean of Columbia University.

The USMC attorney said "There has not been one sign of fraud or concealment or dishonest tactics" by the company. He stated that evidence at the trial has indicated the "impressive fact" that the cost of making

Sigmund Thimberg, special assistant to the Attorney General, described the remedial "relief" measures which the Government sought to be applied in the event USMC is found to have violated the anti-trust act.

Thimberg said the company should be required to revamp its distribution methods that the machines could be bought outright rather than leased. He asked the court to order the company to grant royalty-free patent licenses, claiming evidence showed United had used its patents primarily as an anti-competitive weapon.

### Hide Association To Hear E. F. Forbes

E. F. Forbes, president of the Western States Meat Packers Association, San Francisco, Cal., will be guest speaker at the luncheon to be held in conjunction with the National Hide Association's Fall Convention, Oct. 22, at the Edgewater Beach Hotel, Chicago, Ill., according to John K. Minnoch, executive director of NHA.

A well-known authority on the packing industry and allied trades, including hides, Forbes has taken a keen interest in affairs of the hide industry.

## WHOLESALE SHOE SALES UP 20% IN APRIL

### No Change For First Four Months

Dollar sales of shoes and other footwear during April by the nation's leading wholesalers showed an increase of 20 percent over the same month a year ago, the Bureau of the Census reports. However, April sales declined an average of eight percent from March 1952.

Reports of 35 wholesalers over the nation showed no change in dollar sales for the first four months of 1952 as compared with the same period last year. Dollar volume was listed at \$28,243,000.

End-of-month inventories of 32 wholesalers were listed as follows: an increase of four percent from April 1951 to April 1952 but two percent decrease from March 1952.

Stock-sales ratios were listed as 286 percent in March 1951, 234 percent in March 1952 and 251 percent in April of this year. Dollar value of inventories was \$70,153,000.

### In Next Week's Issue

## THE RUSSIAN SHOE AND LEATHER INDUSTRY

*Two authoritative inside-story articles packed with factual information. No one in any branch of the U. S. shoe and leather industry should miss it.*

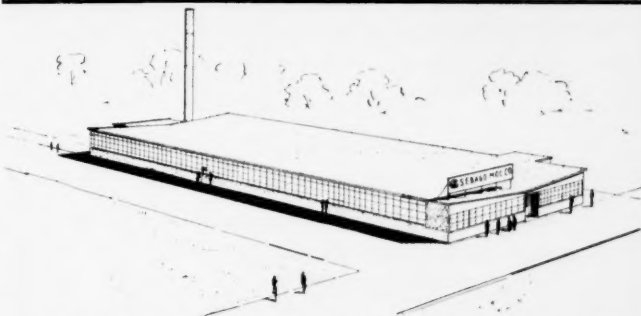
shoes with machinery leased from USMC has averaged less than five cents per pair for all types of shoes.

Attorneys James M. Mallow and Miss Margaret H. Brass of the Justice Department cited various decisions of the U. S. Supreme Court in supporting the Government's contention that USMC has violated the Sherman anti-trust act.

Miss Brass said that United's "percentage of the market is in fact greater than the percentage control in any cases which have arisen under the Sherman Act other than the Aluminum case, where the power arose from a 90 percent market share, and the Pullman case, where the market share was 100 percent."

She added that the percentage of market control by a company in a particular industry "has long been the principal criterion in anti-trust cases in determining whether monopoly power exists."

### DRAWING OF NEW SEBAGO-MOC PLANT



Completed architect's drawing of the new Sebago-Moc Co. plant now being erected at Westbrook, Me. The \$250,000 one-story shoe plant, one of the most modern in New England, will feature fluorescent lighting and radiant heating. The company plans to employ 250 workers when it opens the new plant around Nov. 1 and add another 50 workers shortly after. Windows on the south side will be treated to eliminate the sun's rays. Sebago-Moc manufactures hand-sewn and machine-sewn loafer type shoes and moccasins for men and women.

## NPA FREES USE OF CREPE RUBBER

The Government has finally flashed a go-ahead on use of No. 3 pale crepe rubber in shoes, shoe soles and heels and in other products.

In a release, the National Production Authority said: "Restrictions in the use of pale crepe rubber were continued in Order M-2 as amended April 21, 1952, because of the general shortage of the various grades (IX, 1, 2 and 3) of pale group.

"Since No. 3 pale crepe is not being purchased for the stockpile and because there is no present shortage, a restriction on its use becomes unnecessary," said E. D. Kelley, director of NPA's rubber division.

### Ace Marks Boston Shoe Club Golf Outing

A hole-in-one by Ed Moore of Chas. Eaton Shoe Co., Brockton, the first in club history, marked the Boston Boot and Shoe Club Golf Tournament held Tuesday, June 10, at the Wollaston Country Club, Wollaston, Mass.

Close to 200 members attended the all-day affair which was capped by Moore's ace made with a 6-iron on the 180-yard 13th hole. Various prizes including leather duffle bags,

jackets and many others were awarded to the 70 winners in several divisions. The buffet luncheon served in the clubhouse was another feature of the day.

Leaders in the various divisions were as follows:

Leather Division — Tim Devlin, 75-65; S. L. Dimou, 96-65; George Fuller, 75-67; R. B. Conant, Jr., 82-69; B. Silverman, 84-69; Bob Slattery, Jr., 80-69; E. W. Smith, 80-70; J. A. Flaherty, 85-70; R. B. Slattery, Sr., 92-70; John Smallcomb, 87-71.

Shoe Manufacturing Division — Joe Kasper, 96-66; Ed Moore, 76-68; George Allen, 76-68; William Freeman, 82-69; Duke Dimou, 99-69; Earl Spaulding, 83-69; Dick West, 85-70; Ed Granger, 82-71; C. B. Allen, 96-71; Carl Bauer, 89-72.

Allied Division — R. Wheeler, 81-66; J. P. Regis, 96-66; F. Sherman, 81-66; Abe Aisner, 80-67; E. Aisner, 82-67; John Cooney, 81-68; G. Scott, 84-68; A. T. Murray, 81-69; Ted Silverman, 80-69; Joe Corcoran, 77-69.

### GOOD EATING

A shoemaker was explaining to a complaining customer the reason for the poor quality of his soles. "All the good leather," he said, "is going into steaks."

## JOHN IRVING NET OFF

Net sales of John Irving Shoe Corp., Boston, totaled \$21,376,991 for the year ended Jan. 31, 1952 but net income fell sharply due to rising costs and inventory adjustments, the company reports.

In the 1951 fiscal year, net sales amounted to \$18,332,890 with net income at \$312,160. Current assets were \$3,663,819 with liabilities at \$1,930,728 and working capital of \$1,733,091. Working capital was down from last year's figure of \$2,082,672 due to expenditures of \$550,000 for improvements and addition of new stores.

During the past fiscal year, the company opened 10 new stores in various localities and closed down six others which had proved unprofitable, according to Joseph P. Levy, president.

Price declines toward the end of 1951 forced the company to sell much of its inventory well below original prices but the situation "is now under control and prices have settled back to the hard-core basis," said Levy. No repetition of last year's merchandising problems is expected during the current period.

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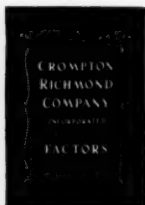
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## MILITARY BIDS AND AWARDS

### Leather Items

**June 17, 1952**—QM-30-280-52-1747, covering various leather items. Invitation once postponed from May 28 to June 10, again postponed until Tuesday, June 17 at 10:00 a.m. in New York. It is reported that few bidders have responded to the bid call.

### OPEN SHOE LIQUID BIDS

R. & A. Leather Finishing Co., Inc., Brooklyn, N. Y. was low bidder at the opening of Army Invitation QM-30-280-52-1886, offering to supply the total requested quantity of 2,800 gallons of 5-gallon drums of liquid refinishing shoe compound at \$2.30; 60 days acceptance,  $\frac{1}{2}$  of 1% in 20 days. There were five other bidders.

### GOODYEAR LOW BIDDER

Goodyear Rubber Co., Middletown, Conn., was low bidder at the opening of Army Invitation QM-30-280-52-1884 — 30,528 pairs of overshoes, rubber, man's, high, 5-buckle fastening M-45 for eight destinations. Goodyear submitted two alternate bids: 1) 15,264 pairs at prices ranging from \$3.31 to \$3.75 per pair according to destination; 2) 15,264 pairs at \$3.47 per pair to be shipped proportionally to the desired destination; terms, net, 60 days acceptance. Lowest of five other bidders were:

Hood Rubber Co., Watertown, Mass.; 2,100 pairs for Atlanta, Ga., General Depot, \$3.59 per pair; and 3,880 pairs for Schenectady General Depot, \$3.45 per pair; 15 days acceptance, net.

Bristol Manufacturing Corp., Bristol, R. I.; 15,000 pairs \$3.50 to \$3.85 according to destination; 30 days acceptance, net.

### Chain & Mail Order Sales Gain In April

Dollar sales by leading retail shoe chain stores and mail order houses during April 1952 totaled \$78 million, a gain of \$14 million over the same month in 1951. The greater part of this increase, however, was accounted for by a late Easter, according to the latest *Business News Reports* released by the Office of Business Economics.

Chain store and mail order sales

for all products nationally totaled \$2.9 billion, 11 percent more than in the month of April 1951, according to the report. After allowance for the extra trading day in April of this year and the later date of Easter, sales for the month were figured at about five percent over last year in April.

After seasonal adjustment, nationally, sales in both types of stores rose about three percent from March through April, recovering most of the decline reported in March. The major part of the increases was accounted for by shoes and other non-durables.

During April 1951, dollar sales totaled \$54 million against \$56 million in March 1952 and \$75 million in April 1952.

## LEATHERCRAFT GROUP SHOWS WARES IN CANADA

The newly-formed Canadian Society of Creative Leathercraft has launched a travelling exhibition of fine leather products that will be seen throughout Ontario and Quebec.

The exhibition, consisting of 50 handmade shoes, belts, wallets, gloves, writing cases, luggage and many other leather goods, will be shown in leading cities of the territory. If well-received, it will probably travel throughout other sections of Canada.

The Society is made up of both professional and amateur leather workers, many of whom have won prizes for their creative work with leather. Membership is currently estimated at 200.

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Group picture taken at annual convention of the American Leather Chemi-

## SHOE SEASONS ON INCREASE—WARN

### New Merchandising Vistas Opened

"We are now witnessing a rapid 'evolution' in footwear fashion that is opening a new merchandising era for the shoe industry," said W. Otto Warn, president of the National Shoe Retailers Association, during a recent meeting of the National Shoe Fair Committee in New York. "The number of shoe seasons is increasing to such an extent that the term 'seasonal footwear' bears a new significance."

Warn described this "evolution" in seasonal footwear. Around world War I, he said, there were two shoe seasons, the high-shoe winter season, and the low-shoe summer season.

In the Twenties and Thirties the seasons shifted to spring and fall, but it still remained mainly a two-season shoe year. There was also a very short summer season, around May and June, when everyone bought his white shoes, and the summer "season" closed abruptly.

Today it's a three-season year, with more opening up. Spring, summer and fall are distinct seasons, each demanding certain footwear to fit the season. Even winter is taking on a "shoe character" of its own, Warn said, pointing out the new types of "cold-weather footwear fashions" coming into vogue. Attention is also being focused on "in-between seasons" such as late-spring — early-summer, and late-summer — early-fall.

"A graphic illustration of this expansion of footwear seasons," said Warn, "is demonstrated by the 120,000 new shoe styles to be exhibited at the National Shoe Fair in Chicago next October. The industry's creative genius will come to full flower at the Fair, particularly in its adaptability to the new seasonal fashion demands in women's, men's and juvenile shoes."

Warn declared that "this expanding seasonality theme is a genuine fashion evolution taking place before our eyes. It should open up an era of wholesome new merchandising opportunities for footwear."

## Shoe Service Convention Set July 13-17

Plans for the 47th Annual Convention of the Shoe Service Institute of America, scheduled to be held July 13-17 at the Sheraton Plaza Hotel, Boston, have been completed, according to W. L. Wardell, executive vice president of the Institute.

Sunday, July 13, has been designated as Shoe Repairmen's Day with a shoe servicemen's meeting to be held Sunday morning and a Trade Exposition in the afternoon. On Sunday night, hospitality suites will be open to entertain finders and their guests.

Convention sessions will be held mornings only on Monday, Tuesday and Wednesday. On Monday afternoon, there will be a reception tea for the ladies. On Tuesday afternoon, all will take a trip and finish the day over a typical New England shore dinner. The traditional banquet will feature Wednesday evening.

## SHOE SALES VS. PROFITS: 1951

	1951		Percent Change 1951-1950		Ratio of Profit to Sales in 1951
	Net Sales	Net Profits	Sales	Profits	
†International Shoe Co.**	\$223,317,150	\$8,987,018	+12.4%	—18.0%	4.0%
†Endicott-Johnson Corp.**	157,317,152	2,329,302	+18.0	+67.4	1.5
†Brown Shoe Company, Inc.*	111,393,283	3,133,947	+24.7	—26.6	2.8
†General Shoe Corp.*	103,238,890	3,570,939	+22.3	— 8.4	3.45
United States Shoe Corp.**	27,189,231	928,065	+ 7.3	— 3.7	3.4
†Florsheim Shoe Co.*	25,576,612	1,021,171	—10.4	—46.75	4.0
Craddock-Terry Shoe Corp.**	23,185,883	701,102	+ 9.0	— 5.4	3.0
†L. Miller & Sons, Inc.†††	22,747,918	713,041	+ 9.15	+38.4	3.1
Weyenberg Shoe Mfg. Co.††	16,654,960	700,097	+ 0.6	—28.3	4.2
†Nunn-Bush Shoe Co.*	15,104,541	320,834	— 1.1	—47.6	2.1
†Geo. E. Keith & Co.*	12,386,490	—592,346	+ 0.8	—	—
†Julian & Kokenge Co.*	7,383,813	236,640	— 1.8	—32.9	3.2
Johnson, Stephens & Shinkle Shoe*	6,822,397	22,732	+ 2.8	—87.1	0.3
Total—13 companies	\$752,318,320	\$22,072,542	+14.0%	—17.6%	2.9%

†Also operate own retail chain store companies.

\*Year to October 31.

\*\*Year to November 30.

††Year Ending December 31, 1951.

\*\*\*Year to December 1.

†††Year to April 30.



Association, June 1-4, 1952, at the New Ocean House, Swampscott, Mass.

### HEALTH BRAND BANNED

Health Spot Shoe Co., Oconomowoc, Wis., has been ordered to cease "representing in any manner that Health Spots will prevent or correct abnormalities of the feet, keep feet healthy or correct disorders of the feet," the Federal Trade Commission has announced.

Decision by an FTC examiner resulted in an order for the company to discontinue using the word "health" in the brand unless the phrase "a corporate and trade name only" are used with the name.

The company has already changed its name to "Foot-So-Port" shoes, according to Willard A. Andrews, president, and will not appeal the decision. It will be permitted to sell all shoes in stock which already contain the "health" brand.

### MILLER-TAYLOR SOLD

Shoe Enterprise Corp. of St. Louis, financial subsidiary of International Shoe Co., has announced purchase of the capital stock of Miller-Taylor Shoe Co., Columbus retail firm.

Miller-Taylor, owned and operated jointly by W. L. Miller and T. E. Taylor since 1924, is a leading Columbus shoe retailer. It employs some 26 persons and occupies a three-story building at 1237 Broadway.

New vice president and general manager of the firm is Julian Field, who has acquired an interest in the Miller-Taylor firm. A veteran of the shoe trade for the past 20 years, Field has operated shoe stores in various large areas.

### COMPARATIVE LEATHER PRODUCTION FIGURES

		CATTLEHIDE LEATHERS (In 1,000 hides)					
		Total Cattle Hides	Sole	Upper	Belting, Mechanical	Harness Saddlery	Bag Case, Strap
							Upholstery
							All Others*
1939	.....	22095	7833	12124	531	477	387
1940	.....	21070	7032	11582	675	524	382
1941	.....	28121	9080	15600	1064	650	581
1942	.....	30828	10432	15598	1213	637	936
1943	.....	25656	8290	13073	1292	632	800
1944	.....	26152	8420	13002	1439	613	629
1945	.....	27566	8525	14567	1324	556	572
1946	.....	26905	8510	14057	1158	510	827
1947	.....	28824	8924	15529	1134	440	813
1948	.....	26070	8016	14213	1004	270	760
1949	.....	23332	6384	13753	759	227	674
1950	.....	24391	6127	15377	789	218	813
1951	.....	22703	5414	14054	984	284	673
1952, Jan.	.....	1880	436	1222	50	20	40
Feb.	.....	1862	434	1198	54	19	47
Mar.	.....	1753	385	1135	45	19	48

\*Data from 1942 forward not directly comparable with previous data.

### CALF, KIP, GOAT, KID, SHEEP AND LAMB LEATHERS (In 1,000 hides)

		Sheep Leathers					
		Calf, Kip	Goat, Kid	Total Sheep, Lamb	Glove, Garment	Shoe	Shearings
							All Others
1939	.....	14027	40419	38914	18420	11604	2563
1940	.....	11387	37697	37920	17725	9966	3322
1941	.....	13098	45373	51915	22542	14166	5779
1942	.....	12264	41127	53629	19459	14983	9596
1943	.....	11112	37351	59315	20415	15474	11210
1944	.....	10930	34653	53976	20370	15040	6690
1945	.....	11636	24026	52450	17294	17153	6508
1946	.....	10836	24123	47999	15781	13349	9923
1947	.....	12471	37188	36535	11265	12498	5409
1948	.....	10480	37970	33492	10419	11392	4993
1949	.....	10173	34774	28644	8411	9998	4498
1950	.....	10661	37159	31501	9750	10708	5322
1951	.....	7955	31111	24504	7108	8548	3074
1952, Jan.	.....	717	2614	2047	623	781	207
Feb.	.....	805	2513	2279	776	826	222
Mar.	.....	732	2430	2081	719	708	225



• **Max E. Wind**, president of **Wind Innersole & Counter Co., Inc.**, Brockton, has announced the promotion of **Norman F. DeCost** to New England sales manager. DeCost has represented the firm in the Massachusetts area for the past 13 years, having joined the company in 1934. He is president of the Old Colony Advertising Club and a member of the Boston Boot and Shoe Club and The 210 Associates.

• **Charles F. O'Neill** has joined the Barbour Co., Inc., of St. Louis, shoe materials suppliers, in a sales capacity. He was formerly associated with the Rice-O'Neill Shoe Co., Purchasing Department, in St. Louis, for many years.

• **Robert J. Mellin** has retired as sales manager of the Calfskin Division of A. C. Lawrence Leather Co., Peabody, after 46 years of service. He has occupied various executive positions with the firm and has many friends in the industry. Mellin is expected to become associated with another leather firm shortly.

• **Frank P. McShane** is reported to

have resigned as sales manager and buyer for Pilot Shoe Co. of Baltimore after 22 years with the firm.

• **Charles F. Johnson, Jr.**, president and general manager of Endicott-Johnson Corp., Endicott, N. Y., received an honorary doctor of laws degree from Colgate University on Monday, June 9.

• **Thomas J. Rolfs**, vice president of Amity Leather Products Co., West Bend, Wis., has been elected a regional vice president of the Luggage and Leather Goods Manufacturers of America.

• **Leonard K. Reichert** has joined Northeast Shoe Co. of Pittsfield, Me., where he will direct activities of the firm's wholesale and retail divisions. The company manufactures "Maine Aires" hand-sewn loafers retailing at \$6.95 per pair. Reichert was formerly associated with Derman Shoe Co., Milford, Mass.

• **Louis Diamond**, formerly sales manager for Sandra Shoe Co. of Brooklyn, has been appointed sales manager of Classic Shoe Co., Philadelphia, Pa.

He will cover the East and Midwest for the firm.

• **Saul Silverman** has been appointed to the new post of field sales manager for M. Lowenstein & Sons, Inc., New York City. He will be in charge of development and coordination of sales throughout the country, including sales of fabrics to the shoe and slipper trade. Silverman was formerly with Textron, Inc.

• **Lloyd E. Johnson**, formerly superintendent of the Northern Shoe Co., Pulaski, Wis., recently joined the staff of Vocational Shoe Co., Lutesville, Mo.

• **Bernard S. Sabean** has retired as president of C. S. Pierce Co., and C. S. Pierce Dressing Co., both of Brockton, after 45 years with the firm. He has been succeeded in his position by **John M. Berglund**, associated with the company for the past 25 years. Pierce manufactures shoe forms, shoe trees, leather box toes and display trees.

• **Nicholas Serino** has joined Diane Footwear, Inc., of Wilkes-Barre, Pa., as fitting room foreman.

• Fitting room foreman is reported to have left his position with **Newton-Elkin Shoe Co.** of Philadelphia.

### Harold Berk Named Head Of Bourque Shoe

Harold P. Berk has been elected president of Bourque Shoe Co., Raymond, N. H., manufacturer of women's footwear. He succeeds Joseph P. Bourque, who has resigned.

Vice president since 1948, Berk joined the firm in 1945 after serving in the armed forces during World War II. He was active in various executive capacities.

Normand P. Liberty, who recently joined Bourque, was elected vice president and a director while A. W. Berkowitz was re-elected treasurer. Both Berkowitz and Berk continue as directors.

Liberty, formerly general sales manager for H. O. Rondeau Shoe Co., Inc., Farmington, N. H., is also general sales manager and stylist for Bourque.

### Low Blow

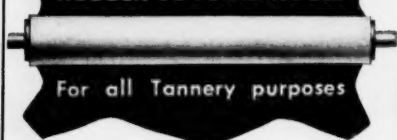
A woman seeking a divorce recently in Cincinnati, O., told the judge that "the only thing my husband bought for me in all our married life was a pair of shoes—and they hurt." She got the divorce.

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# TANNERS BUSY ON OLD ORDERS AS NEW SALES SLOW

*Market Remains Steady But Slight Easing May Follow  
Hide Price Declines*

Not too much business along the line. Some shoe manufacturers pressing for early delivery on old orders. Lists generally unchanged.

## Sole Slack

New business notably missing in Boston sole leather market. Activity of latter May appears to have died down almost completely as shoe manufacturers await developments before making new commitments. However, many manufacturers, particularly of women's shoes, are demanding delivery against old orders during this

month instead of after July vacations. Indications are shoe manufacturers are busy.

Prices remain generally firm and unchanged. Tanners still hold to recent lists despite easing of hide market this week. Buyers less willing to buy at these prices, wait for new price level to become evident. Thus, 10 iron and up bends still bring around 53c with tanners less apt to ask more now. Most are steady on 9 10 irons at 56c and down. Medium bends still around 61c and down; lights do best between 65-68c. So, tanners have been asking up to 70c.

Sole leather tanners in Philadelphia say things have definitely slowed down. The blame is placed mainly on the fact that hides leveled off. Quotations in factory and finding bends not available. Prices for heads and bellies were unchanged. Not too much business in either.

## Sole Offal Quiet

Nothing new in this market, say Boston sole offal tanners and dealers. New sales conspicuously absent with many tanners well sold up on bellies, not too anxious to take new orders as yet. Other selections correspondingly slow though prices remain steady.

Bellies, both cow and steer still held at 25-26c with not many available. Double rough shoulders steady at 50c and down. Single shoulders with heads on quiet; lights bring most of the business in upper 40's. Heavies very quiet in high 30's. Very few fore shanks sell; prices draw best interest at 14-16c although up to 18c heard. Hind shanks held at 17-20c. Heads dead.

## Calf Same

Nothing to report this week, say Boston calf leather tanners. Most have been selling leather here and

## Prices and Trends of Leather

KIND OF LEATHER	THIS WEEK	MONTH AGO	YEAR AGO	1951 HIGH
CALF (Men's HM)	70-98	65-95	1.10-1.35	1.18-1.35
CALF (Women's)	67-85	62-81	1.10-1.30	1.15-1.30
CALF SUEDE	80-90	75-85	1.15-1.35	1.30-1.40
KID (Black Glazed)	75-90	70-90	80-1.25	80-1.25
KID SUEDE	80-95	80-95	70-95	70-1.02
PATENT (Extreme)	38-45	32-40	68-85	70-86
SHEEP (Russet Linings)	17-28	17-28	18-34	20-35
KIPS (Combination)	48-56	42-48	76-85	
EXTREMES (Combination)	46-52	40-48	71-77	
WORK ELK (Corrected)	35-45	31-41	68-73	68-73
SOLE (Light Bends)	65-68	60-66	1.02-1.08	1.02-1.08
BELLIES	24-26	22-24	60-65	64-68
SHOULDERS (Dble. Rgh.)	50-55	43-48	95-1.03	93-1.02
SPLITS (Lt. Suede)	30-36	28-34	40-45	40-45
SPLITS (Finished Linings)	18-20	15-20	24-28	26-30
SPLITS (Gussets)	16-18	14-16	21-26	
WELTING (1/2 x 1/4)	7 1/2	7	9	13 1/2
LIGHT NATIVE COWS	18-18 1/2	14 1/2-15 1/2	36 1/2	41

All prices quoted are the range on best selection of standard tannages using quality rawstock.



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there but nowhere near May volume. There is good business in calf suede but smooth calf has slowed somewhat. Tanners, however, are generally satisfied, feel calf prices are still at good level to keep recently returned customers who now find calf within their price range.

Women's weight smooth calf brings average 85c and down; better sales at 57-67c. Men's weights still listed at 98c and below with 70-83c most active on good grades. Suede still brings in upper 80's.

#### Sheep Improved

Sheep leather tanners say business

continues surprisingly good for this time of year. Normally, this is slow season for sheep leathers. However, orders have continued to keep many tanners fairly busy over past few weeks. There is price resistance as usual but this does not deter sales too much.

Naturals linings remain at 28c and below; best volume at 21c. Boot linings do best at 24c; listed up to 28c. Shoe linings at 17-19c; better interest at lower end. Colored vegetable linings not as active at 22c and below. Chrome linings fair at 24-25c.

Garment sheep remains generally unchanged. Best sales by far in garment suede; most-wanted grade at 26c with sales made above this to 29c. Garment grains still in doldrums with competition from horsehides and other garment leathers. Prices in low 20's.

#### Sides Slower

Boston side leather tanners report they are busy on old orders but doing little new business. So much leather was sold last month that they will require through next two months to fill orders. In addition, many customers are demanding early delivery on orders, trying to stock up on leather before July vacations. Indications are that retail shoe business is brisk.

Lists are about the same but tanners more willing to bargain. Better grade heavyweights combination-tanned extremes still bring 52c and below and kips are pegged at 56c and down with best interest at 52-54c. More tendency to give on chrome-tanned extremes, still listed in mid-40's. Large elk held at 42c and below with emphasis below 40c. Work shoe retan in upper 30's.

#### Glove Leathers Spotty

Price cutting is proving to be the worst detriment to good business. Each concession made by a glove manufacturer raises the buyer's hopes for a further cut and delays the actual placing of orders. Today, some lines are priced below any hope of a profit.

The pressure for lower leather prices is still on. One tanner is offering a clean Pigtex domestic for 18c. Smooths are quoted at 21c. Other tanners get up to 26c for a number one smooth. Men's greys quoted as low as 32c but the best tan-ges bring 34c.

Some demand for Capes and Cabs from 40c down but mostly in men's weights. Higher grades going begging. Nigerian suedes sold at 45c. One lot of Sudans was moved at about the same price.



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All in all business is still spotty. Small manufacturers are doing nothing while the large ones are fighting to keep their organizations together.

### Belting Tapers Off

Belting leather tanners in Philadelphia find business has tapered off. Everything has quieted down recently. As far as most tanners can determine, a few weeks ago the rising hide market caused a flurry of buying. Although it dropped very little last week, the fact that it has gone to a lower level in some cases seems to have eased off any further buying.

Tanners say their prices are about at last week's level. They feel that in bend butts, a quotation of \$1.03 for No. 2 ex light, was considered a good average figure. Light was quoted at \$1.05 and medium at 83c. When sales were made, these figures were met.

Shoulders are doing some business. Some curriers find that curried shoulders have started to pick up both for strap leather and waist belting. This is the first time in a long period that any business has been reported in these.

As far as prices are concerned, however, curriers claim they are holding their own. Sufficient sales made to enable the list prices to remain firm. However, curriers cannot replace items at the original price and they do not see their way clear to increasing prices.

#### AVERAGE CURRIED LEATHER PRICES

Curried Belting	Best Selc.	No. 2	No. 3
Butt Bends	1.23-1.35	1.15-1.30	1.14-1.30
Centers 12"	1.51-1.62	1.39-1.57	1.26-1.35
Centers 24"-28"	1.45-1.58	1.39-1.53	1.30
Centers 30"	1.39-1.52	1.34-1.46	1.29-1.36
Wide Sides	1.12-1.25	1.08-1.23	1.01-1.08
Narrow Sides	1.04-1.20	1.00-1.16	.94-1.06
Ex-Heavy—minus 2c to plus 5c; Light—plus 10c-21c; Ex Light—plus 25c.			

### Kid Suede Wanted

Kid leather tanners of Philadelphia

report black suede is the big news. There is real business developing in this type of leather. Suede is also selling to some degree in dark blue and brown.

Glazed very slow. The increase in popularity in suede has cut into glazed business. Black is slow and colors are again inactive but many tanners are optimistic that the interest in colored glazed will revive when the Spring buying begins.

Slipper reported by some tanners as selling in quantity to slipper manufacturers. Others doing little business.

Most tanners find cowboy boot business very slow—some say that they have heard that the manufacturers of cowboy boots are trying different kinds of leather. Nothing new reported in linings. Crushed inactive for the most part. Satin mats dead.

### Average Prices Quoted

Suede	32c-92c
Linings	25c-60c
Glazed	25c-90c
Crushed	35c-75c
Slipper	25c-60c
Satin Mats	69c-1.20

### Bag, Case and Strap Same

No change reported in price situation in this market and a fairly stable condition seems to prevail. However, new business has tended to slacken.

Recently booked business cleaned up stocks on hand pretty well with the majority of producers now in a good position so far as current inventories are concerned. Meanwhile, tanners are watching the rawstock markets closely and state that prospects at present point to a leveling off in prices following recent advances.

Case leather quoted unchanged. 2½-ounce holding around 43c and down, and 3-ounce at 52c and down.

Russet finish strap leather still listed from 55c for Grade A and down for 4 5 ounce; 57c and down for 5 6 ounce; 59c and down for 6 7 ounce; 61c for 7 8 ounce; 63c for 8 9 ounce; 66c for 9 10 ounce and 69c and down for 10 11 ounce; B grade 4c less and C grade an additional 4c less. Colors still bring a 2c premium and glazed strap leather 3c more than the regular russet strap leather.

### Work Glove Quiet

Although occasional sales made in work glove splits, the general tendency is toward a slow down so far as new business is concerned. In selling quarters, a firm attitude is apparent as regards prices and all seem busy making deliveries on previously booked orders.

LM weight No. 1 grade is quoted at 14c, No. 2 grade 13c and No. 3 grade 12c. M weight alone continues at 15c for No. 1, 14c for No. 2 and 13c for No. 3 grade.

### Garment Good

Some business booked again this week in horse hide garment leather at mostly steady prices. Buyers continue to cover requirements by making new purchases of desirable material in more or less routine fashion. Reliable sources indicated that 36c and down continues to be the quotable basis covering the present market in better grades of horse hide garment leather and average price basis ranges from 32c to 34c.

Sheepskin garment leather seems to be holding steady following recent business in both grain and suede types. Suede has the best call at 31-32c for better grades while medium and lower grades ranged 28c, 27c and 26c. The volume basis is in the 26-28c range for tannery run. Grain type has brought 32-33c with volume business around the 26c mark for tannery run.

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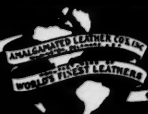
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# HIDE MARKET STILL HOLDS TO NEW STEADY BASIS

## Tanners Seek To Lower Prices But Packers In Sold-up Position

### Packer Hides Steady

Steady business from week to week in big packer hide market has tended

to keep practically all of the major producers in a well-sold-up position on most selections. Some even selling into kill on the wanted types. All selections moved well with the possible exception of light native cows and bulls.

Native and branded bulls offered early this week at 10½¢ and 9½¢ respectively slow to sell. Light native cows obtainable at current prices do not attract much interest from upper leather tanners, despite the fact that other types of light hides sold fairly well again this week.

Some interest of a specialty character for light native steers, also extreme light natives and light branded steers and trading resulted at steady prices; big packers inclined to sell anything on the list at the prevailing levels.

Two big packers sold 7,900 light native steers at 18½¢ and 2,000 light Texas steers at 17¢. One also sold 1,000 extreme light native steers at 20¢. A third sold about 850 mixed light native steers at 18½¢ and ex. lights at 20¢.

Specialty tanner interest also evident in heavy native cows and early trading this week involved 700 Omaha production by one big packer on steady basis of 15¢. The same packer also sold 1,100 St. Louis heavy native steers at 14½¢ and 1,600 butt branded steers at 13¢.

### Independents Same

Packers' Hide Association offered a line of hides involving practically all selections and while seller originally asked a half cent advance, he later accepted business at steady prices including 1,200 Colorado steers at 12¢. Other large midwestern independent packers willing to go along at prevailing prices.

On the Pacific Coast, one of the big four packers sold about 4,500 Los Angeles May hides at 13¢ for butts, 12¢ for Colorados, 14¼¢ cows, 16½¢ for light and 18¢ for ex-light

Bulletin—Big packer hide market eased late this week. Sales of 35,000 hides reported at declines of ½¢ to 1½¢ from recent prices. Light native cows were sold at 16¢, 16½¢ and 17¢ depending upon points of origin. Heavy native steers at 14¢, Colorados at 11½¢, Northern branded cows at 14¢, extra light Texas steers at 18¢.

## HIDE FUTURES

COMMODITY EXCHANGE, INC., FUTURES MARKET

	Close June 12	Close June 5	High For Week	Low For Week	Net Change
July	15.95B	16.90T	16.30	15.95	-95
October	15.75T	16.97T	16.35	15.57	-122
January	15.65B	16.75B	16.20	15.75	-110
April	15.60B	16.70N			-110
July	15.55B	16.67N	15.90	15.90	-112
October	15.65N	16.65N			-100

Total Sales: 210 lots

## HIDE AND SKIN QUOTATIONS

	Present	Week Ago	Month Ago	Year Ago	Suspended Ceilings
Heavy native steers	14	14½	14	-14½	33 28
Light native steers	18½	18½	18	-18½	36½ 31½
Ex. light native steers	20	20	20	-20½	39 34
Heavy native cows	15	-16	15	-16	14½-15½ 34 29
Light native cows	16	-17	17½-18½	17	-18 36 -37 31 -32
Heavy Texas steers	13		13	12½	30 25
Butt branded steers	13		13	12½	30 25
Light Texas steers	17		17	16½N	34½ 29½
Ex. light Texas steers	18		18½	18 N	37 32
Colorado steers	11½		12	11½	29½ 24½
Branded cows	14	14½-15	14	-14½	33 28½-29
Native bulls	10½		10½	10½	24 20
Branded bulls	9½		9½	9½	23 19
Packer calfskins	32½-42½	32½-40	32½-40	70	-80 65
Packer kipskins	32	-37½	32	-37½	27½-32½ 55 -60 50



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branded steers. Trading in west coast small packer hides difficult to confirm.

#### Small Packers Slow

Interest shown by tanners for small packer hides rather limited and trading has been slow. More hides becoming available and tanners, in most instances, now trying to buy them at lower prices by  $\frac{1}{2}$ c to 1c from previously paid levels. Many tanners not anxious buyers because of shut-downs scheduled for later this month and early next month for annual vacations, plant repairs, etc.

#### Country Hides Fair

This market barely steady. Tanner interest dwindled following recent purchases and more offerings available at various country points. Regular lots of country all-weights averaging around 50 lbs. have been sold at  $11\frac{3}{4}$ -12c for mixed hides containing locker-butcher and varying percentages of rendered hides. More now offered at 12c and tanners inclined to back away, last expressing ideas around  $11\frac{1}{2}$ -11 $\frac{3}{4}$ c, flat trimmed fob. shipping points.

#### Calf and Kip Hold

While new sales difficult to confirm in big packer skins, there have been some quiet sales. Big packer calf market quoted nominally around  $42\frac{1}{2}$ c for northern heavy and  $32\frac{1}{2}$ c for light; Wisconsin all weights  $37\frac{1}{2}$ - $32\frac{1}{2}$ c; and St. Louis-River points at last paid prices of  $37\frac{1}{2}$ - $32\frac{1}{2}$ c for heavy and light, respectively.

Big packer kipskins recently offered, St. Paul production at  $37\frac{1}{2}$ c for kip and  $32\frac{1}{2}$ c for overweights; other northern points at 36c and 32c. Some quiet sales of small packer skins around the 30c mark for all-weight calf and 25c for allweight kip. Sellers are now asking 5c higher for new business in both descriptions.

Country skins in carload lots have been moving at  $17\frac{1}{2}$ -18c for calf and at 16-17c for kip. Packer regular slunks nominal at \$1.75 for the present awaiting new sales. Large hairless likewise at 60c.

#### Horsehide Quiet

An occasional sale made here and there but buyers are not aggressive and slow to meet some of the higher asking prices named in several selling quarters. Nevertheless, northern slaughterer whole hides have moved at \$7.00-\$7.25 untrimmed with intimations \$7.50 obtained on very choice heavy hides. Trimmed hides have sold at \$6.25-\$6.50 and now held at \$6.75 and up. Some sellers

ask as high at \$8.00 now for untrimmed.

Not too many hides available as supplies have been pretty well cleaned up from more desirable production points. Cut stock moving around \$5.50-\$6.00 for fronts and \$1.50-\$1.75 for 22" and up butts.

#### Sheep Pelts Move

Some demand for big packer shearlings within the latest price range of \$1.50-\$1.35 for No. 1s, \$1.25-\$1.35 for No. 2s, 90c to \$1.00 for No. 3s and at steady price of \$2.25 for clips. One big packer this week realized \$1.75 on two cars of No. 1s and sold lot of No. 2s at premium of \$1.40. More No. 2s and No. 3s are being made, however, and sellers may find it difficult to realize more money because of the more liberal supplies in the shorter lengths.

Spring lamb pelts are nominal around \$2.00-\$2.25 per cwt. live-weight basis. Some complaints have been heard by pullers and tanners over quality of California pelts which have been below expectations due to excessive seeds and burrs. Full wool dry pelts sold at 27-28c. Winter pickled skins unchanged at \$8.00-\$8.50 per dozen.

#### Dry Sheepskins Quiet

A little business passing but generally, buyers are still out of the market. Several lots of shade dried Mombasas sold at \$4.75-\$5.00 per dozen, as to weights and descriptions involved. There is good interest from Europe for East African sheepskins. Locally, buyers are still looking for Nigerians but few being offered.

Brazil cabrettas have firmed up and sellers now talking higher prices even though buyers are not willing to duplicate last figures. Addis-ababa slaughterers available at \$8.50-\$9 but no interest. Cape gloves also slow and nominal as asking prices usually figure considerably over the ideas of buyers here.

Foreign shearlings slow and nominal. Asking prices usually figure above prices being paid for domestic shearlings and buyers are therefore taking available domestic supplies and neglecting the foreign skins.

Wool pelts continue slow as pullers show little interest and then at prices below what sellers ask. At the last Australian auctions, prices were par to one pence lower at Sydney with lambs most affected and at Melbourne, lambs and crossbreds par to three pence lower, all other descriptions unchanged.

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### Pickled Skins Lag

Cables from New Zealand stated that on a tender of 3,000 dozen "Wallacetown" lambs, U. S. buyer paid 61 shillings 9 pence. This price was rather high as most buyers here have lower views. Otherwise, market quiet mainly due to lack of offerings. Domestic market about unchanged and winter lambs and sheep have been selling at \$8-\$8.50 per dozen, as to sections.

### Reptiles Slack

Not too much business passing although some offerings. Leather business fairly strong and most tanners satisfied with the orders they have been receiving.

Some trading developed in Argentine lizards at 85c for 25 centimeters and up and 55c for 20/25 centimeters. Offerings of Brazil back cut tejus at 65c for 15/65/20 selection and 67c fob. for 20/60/20 selection. Giboias available at 50-60c fob., but no interest. Siam market is slow as no demand for aers and chouryes. Asking prices of \$1.00 for crocodiles and \$1.50-\$1.60 for ring lizards, as to sizes, too high for buyers here.

India market on whips and cobras mixed. Report that 40,000 Madras bark tanned whips, 4 inches up, averaging 4 1/2 inches, 70/30 selection, sold at 66c, skins averaging 4 3/4 inches went at 70c and cobras averaging 4 3/4 inches at 43c. Most shippers state their ideas are higher and while 72c and 77c asked for whips and 47c for cobras, these prices might be shaded one to two cents but no more.

U.P. whips, 4 inches up, averaging 4 3/4 inches, 60/40, last sold at 65c and that asked for more. Agra back cut lizards, 9 inches up, averaging 10 inches, 30/20, sold at 27-28c and wet salted Bengal lizards, 10 inches up, averaging 11 inches, 75/25, at 65c with sellers now asking 71c, also 52c for 9 inches up, averaging 10 inches and 33c for 11 inches up, averaging 12 inches.

### Deerskins Firm

Shippers quite firm in their ideas and refusing last trading levels. New Zealand nominally quoted at 95c c/f., while buyers ideas nearer to 90c c/f. Honduras held at 60c c/f. and bids of 50c f.o.b. refused for Central Americans.

Brazil "jacks" firmly held at 55c f.o.b. as against last sales at 52-53c f.o.b., basis importers, which seem to be buyers limits. Not many offers being made. Peruvian "jacks" last sold at 45c f.o.b.

### Pigskins Improve

A little more interest developing from dealers but consumers still generally out of the market except at low levels. Shippers not making many offers and usually have firmed up in their ideas. While there was a report that some Manaos grey peccaries were available at \$1.75 f.o.b., others claim that bids at that price failed to interest their shippers.

Para grey peccaries held at \$1.65 f.o.b. and bids of \$1.05 f.o.b. and 20c. less for blacks refused. Peruvian grey peccaries last sold at \$2.05.

basis manufacturers. Some trading in Chaco carpinchos around \$2.70 f.o.b., basis primes. Not many offers as shippers holding back in anticipation of higher prices.

### Goatskin Prices

INDIA & PAKISTAN	Today	Last Month
Best Patna	\$6 1/2-6 1/2	\$5 1/2-6
Mozufferpore	\$4.62	\$4.50
Dinajpore	\$5.00	\$4.56
Deccan	Nom.	\$5.16
Calcutta Killis	Nom.	Nom.
Coconadas (1.70/1.80 lbs.)	\$5.16	\$5.16
Deccans (1.70/1.80 lbs.)	\$6 1/2-6 1/2	\$6.75
Amritsars (1200 lbs.)	\$6 1/2-6 1/2	\$6.75

### CHINAS

Szechuan lbs.	Nom.	Nom.
Hankow lbs.	Nom.	Nom.
Chowching dz.	Nom.	Nom.

### MOCHAS

Berberahs	\$8.50	\$6 1/2-7
Hodeidah	\$6.00	Nom.
Battis	\$11.50	\$9.50
Battis types	\$8.25	\$7.25
Addis-ababas	\$7.00	Nom.

### AFRICANS

Algiers	\$9.00	Nom.
Casablanca	Nom.	Nom.
Marakesh	Nom.	Nom.
Constantine	\$9.00	Nom.
Orans	Nom.	Nom.
Tangiers	\$6 1/2	Nom.
West Province Ex. Lts.	40c	40c
Fort Elizabeth Ex. Lts.	38c	38c
Nigeriana, lbs.	83 1/2c	72c
Mombasa, dz.	\$7 1/2-8 1/2	\$6 1/2-7.35

### LATIN AMERICANS

Mexicans		
Matanzas, etc. (flat)	Nom.	Nom.
Oaxaca	Nom.	Nom.

### VENEZUELAN

Barquisemetos	34-35c	34-35c
Cores	32c	32c
Maracaibos	30c	30c
La Guayras	Nom.	Nom.

### Colombians

Rio Hache	Nom.	Nom.
Bogotas	Nom.	Nom.

### West Indies

Jamaica	45c	45c
Haitians	35c	35-36c
Santo Domingos	28c	31c

### Brazils

Cearas	58c	Nom.
Pernambucos	63c	Nom.
Bahias	Nom.	Nom.

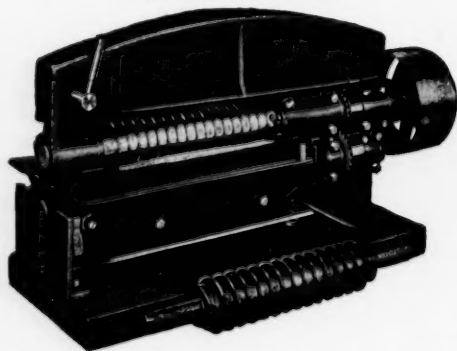
### Argentines

Cordoba/Santiago	Nom.	Nom.
Pampas	Nom.	Nom.

### Peruvians

Paytan	35-36c	35c
Ayacucho	41c	Nom.

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# NEWS QUICKS

About people and happenings coast to coast

## Massachusetts

- Officials of Local 21, International Fur and Leather Workers Union, in Peabody, report they have received 60 checks totaling \$2317.77 for distribution to former employees of the **Roberts Tanning Co.**, now in bankruptcy proceedings. Checks represent one-half wages and Blue Cross payments due workers. The company was operated by Michael Fishman.
- Creditors committee of **Benwill Shoe Co.**, Lowell, has recommended an alternative settlement offer to larger creditors. The offer specifies 30 percent in cash or 35 percent of which 25 percent is in cash and 10 percent in notes. Previous offer was 20 percent in cash.
- The Dyestuff Department, **American Cyanamid Co.**, Calco Chemical Division, announced that on June 16 its Boston sales office, laboratories and warehouses will be located at 1055 Commonwealth Ave., Boston 15.

- Directors of **Dewey and Almy Chemical Co.**, Cambridge, have voted a dividend of 15 cents a share on the new \$1 par common stock payable June 20 to stockholders of record June 10. Bradley Dewey, president, reported that while disappointing first quarter conditions continued through April, the month of May saw an encouraging sales increase. Production of new products is steadily increasing.
- **Hancock Shoe Corp.** reports it is moving from 27 Purchase St., Boston, to 33 Farnsworth St., in order to increase production of men's romeo's and children's stitchdown shoes.
- Officials of Local 33, International Fur and Leather Workers Union, and **A. C. Lawrence Leather Co.**, Peabody, agreed last week to extend their old labor contract a period of two weeks while negotiating a new one. Negotiations have been under way for the past seven weeks without agreement being reached.

## New York

- **Abington Shoe Co., Inc.**, manufacturer of men's and boys' medium welts and women's moccasins, has moved from 81 Wareham St. to 5 Watson St. in Boston. Clara Fine is president of the firm.
- **J. M. Mathes, Inc.**, advertising firm, announced the opening of new and larger offices at 260 Madison Ave., New York 16, as of June 9.
- The Solway Sales Division and Solway Process Division have been consolidated and are now known as **The Solway Process Division, Allied Chemical & Dye Corp.** Executive sales offices have been moved from 40 Rector St., to 61 Broadway, New York 6.
- The Boot and Shoe Travelers Association of New York will hold its annual golf tournament and outing at the North Hills Golf Club, Douglaston, N. Y., on Thursday, July 17. O. E. Hoskinson, Buster Brown Division of Brown Shoe Co., is entertainment committee chairman.
- Members of the National Authority for the Ladies' Handbag Indus-

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try began to show fall lines on Monday, June 19, according to Max Berkowitz, co-director of the trade organization.

- **Freedman & Sons Corp.**, New York jobber of leather watch straps, has filed voluntary bankruptcy petition under Chapter XI, it is reported.

- Radio and TV star Arthur Godfrey was presented a Gold Shoe award at the annual dinner of the **Shoe and Allied Industries Division** of the United Jewish Appeal, Thursday evening, June 12, at the Roosevelt Hotel in New York. He will be cited for using the radio and TV toward "broadening the influence of democracy, as well as his contribution to the field of entertainment." The dinner is the same at which Maxey Jarman, chairman of General Shoe Corp., will receive award as "Shoe Man of the Year."

- **Vascel Leather Co.** of New York has named the following sales representatives in various sales territories: Ralph Irwin in Chicago, Phil Ott in Minnesota, Seymour Nesbit on the West Coast, Olan Files in Texas, and George Eberle in Missouri. Vascel manufactures sheepskin leathers.

- The entire assets of **Newcomb-Anderson Shoe Co.** of Rochester were sold to Mario P. Cerame for \$8,843.

- **Shicca of California** is opening a sales office in Room 1146A of the Empire State Bldg. in New York City. Frank Broida is in charge.

- Assets of **J. Mackey & Son, Inc.**, former New York women's shoe manufacturer, including plant and equipment have been sold by trustee in bankruptcy.

- Involuntary petition in bankruptcy has been filed against **Sutton Fashions, Inc.**, New York City handbag manufacturer.

- **Reldan Shoe Corp.** has been organized to deal in men's and women's boots and shoes in New York City.

### California

- **Seymour Nesbit Co.** of Los Angeles announces it is now West Coast agent for Wisconsin Leather Co., Milwaukee. Seymour is no longer associated with either Lincoln Leather Co. or South Leather Co. of Boston.

### Texas

- **Linda-Jo Shoe Co.** has officially opened its new modern \$125,000 shoe plant in Gainesville. The building erected with funds provided by a local industrial foundation sponsored by the Chamber of Commerce. The new plant employs some 243 persons with a peak capacity of 5,000 pairs of moccasin-type footwear daily. Officers are Morty Freedman, president; Jack Silven, executive vice president and general manager; Mac Levy, sales manager; Harry Schaller, general superintendent; and Galen Clark, superintendent.

### Tennessee

- **General Shoe Corp.**, Nashville, reports net sales for six months ended April 30 totaled \$48,467,433, an increase over the \$45,990,323 reported in the same period last year. Net income, however, declined from \$1,317,013 last year to \$1,196,894.

### Missouri

- **International Shoe Corp.**, St. Louis, has declared a regular quarterly dividend of 60 cents per share of common stock, payable July 1 as of record June 13.

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## Pennsylvania

• The Mid-Atlantic Mid-Season Shoe Show will be held June 22-23 at the Penn-Sheraton Hotel, Philadelphia. Members will exhibit fall styles.

• Liquidation sales at auction were held this week for Preston Shoe Co., Lynn manufacturer of ladies' shoes; and Lynn Pride Shoe Co., slipper plant also of Lynn. Both auctions were held on Tuesday, June 10, on the separate premises by T. R. Grossman & Co.

• Hanover Heel & Innersole Co., Hanover manufacturer of innersoles and counters, has named John T. Quinn of Rochester, N. Y., as sales representative in Rochester, Binghamton, Syracuse and adjacent territory.

### Shoe Corporation May Buy Miller-Jones

Shoe Corp. of America, Columbus, O., will buy the Miller-Jones Co. division of H. C. Godman Shoe Co., also of Columbus, according to trade reports in the area.

Officials of both companies have denied completion of the deal but did not deny that negotiations are in process. Miller-Jones operates 90 retail stores and Shoe Corp. has 477 outlets.

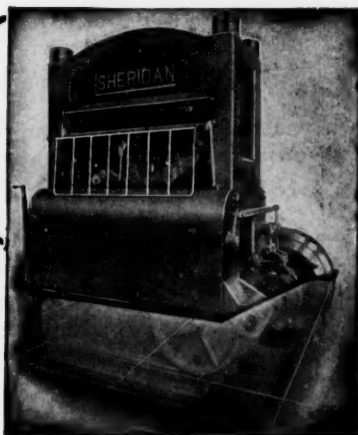
## SNOW BOOTS STRESS STYLING



Two new snow boots just introduced by Tyer Rubber Co. of Andover, Mass., are the Starlet (left) all rubber, 100 percent waterproof, lace-type boot and Snowflake, feather weight, extra durable nylon boot for women. Starlet is for snug-over-the-shoe wear and fits all heel heights. Fashioned with Dynel hugging ankle and instep for extra warmth, it has slip-resistant rubber soles and heels, comes in Jet and Beaver. Snowflake is weatherized, warm and easy to clean, has a 10-ounce cream-colored fleece, high pile trim with tassel laces. Nylon stitched, it fits any heel height, also in Jet and Beaver.

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# SHOE PRODUCTION BY TYPES: MARCH 1952

(Thousands of pairs)

Kind of Footwear	All-leather uppers					Part-leather uppers				Non-leather uppers			
	Total	Total	Leather soles	Rubber and composition soles	Other soles	Total	Leather soles	Rubber and composition soles	Other soles	Total	Leather soles	Rubber and composition soles	Other soles
Shoes and Slippers, Total	43,967	35,879	16,413	19,003	463	2,988	1,141	1,581	266	5,100	868	2,728	1,504
Shoes, Sandals and Playshoes, Total	40,142	34,408	15,335	18,699	374	2,776	1,068	1,490	218	2,958	422	2,127	409
Men's, total	8,531	8,400	3,709	4,687	4	98	82	16	.....	33	7	18	8
Youths' and boys', total	1,374	1,373	39	1,332	2	1	.....	1	.....	.....	.....	.....	.....
Women's, total	21,191	16,369	7,857	8,230	282	2,212	910	1,085	217	2,610	415	1,964	231
Misses', total	3,000	2,599	652	1,922	25	315	20	295	.....	86	.....	82	4
Children's, total	2,785	2,625	776	1,811	38	111	42	69	.....	49	.....	45	4
Infants'	2,111	2,053	1,377	663	13	39	14	24	1	19	.....	17	2
Babies'	1,150	989	925	54	10	.....	.....	.....	.....	161	.....	1	160
Athletic Shoes, Total	223	223	207	16	.....	.....	.....	.....	.....	.....	.....	.....	.....
Slippers for Housewear, Total	3,277	1,074	762	223	89	202	63	91	48	2,001	399	592	1,010
All Other Footwear	325	174	109	65	.....	10	10	.....	.....	141	47	9	85

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### Former Elkan Officer Denied Export Privileges

The Office of International Trade has denied Sidney Westheimer, hide exporter, all export privileges for one year on charges of violating regulations on export license applications.

OIT stated that while Westheimer was vice president of H. Elkan & Co., Inc., New York hide dealer, he helped a New York export firm by applying in Elkan's name for 12 export licenses covering 20,590 hides and skins valued at over \$500,000. The fact that the exporter planned to ship the hides to his own customers in Japan was concealed from OIT, the agency said.

This was contrary to export control regulations which require that export license applications be filed in the name of the exporter, according to OIT.

Westheimer's suspension order provides that, because of extenuating circumstances, three additional months' suspension shall be held in abeyance if he does not commit further export control violations. OIT said it discovered the violations in time to prevent shipment of all but 2,163 hides and skins.

Westheimer, whose connection with Elkan has been terminated, committed the violations without the knowledge of other Elkan officers and without wilful intent by the corporation. However, OIT suspended Elkan from all export license privileges for 60 days on May 22, 1952, on grounds that the corporation had been negligent in failing to set up proper safeguards to insure compliance with export controls. Action is pending against the export firm involved in the violations.

## SELECT NEW SPRING 1953 SHOE COLORS

### Official Shoe Leather Tones Announced

Official spring and summer 1953 shoe leather colors were announced last week by Committee representing the tanning, shoe manufacturing and shoe retailing industries. The Committees, which met in New York on June 3 and 4, selected 33 colors for women's footwear and 21 colors for men's.

Selections, containing a range of basic seasonal colors and new promotional colors, will be issued shortly to the trade in the form of official color swatch books.

The Committee will meet again sometime in July to review selected colors and make needed changes that may develop at the later date. Changes or additions will be announced and swatches revised to include new colors. Following is a list of colors as selected for the present:

Flight Blue (Smooth & Suede)  
Admiral Blue (Smooth & Suede)  
A new bright blue to replace Sapphire Blue (Smooth & Suede)  
A new sky blue to replace Crayon Blue (Smooth & Suede)  
Mauve Iris (Smooth)  
Sweet Lilac (Smooth)  
Violette (Smooth & Suede)  
Basque Red (Smooth & Suede)  
Cherry Red (Smooth)  
Ruby (Smooth & Suede)  
A Fuchsia Pink to replace Gay Fuchsia (Smooth)  
Chalky Pink (Smooth & Suede)  
A new pink, brighter and deeper than Chalky Pink (Smooth)  
Smoked Pearl (Smooth & Suede)  
A new lighter grey, similar to but lighter than Airway Grey (Smooth & Suede)  
A new, true neutral color, slightly more subdued than Eggshell (Smooth)  
Golden Wheat (Smooth)

Bourbon (Smooth)  
Redwood (Smooth)  
Club Brown (Smooth)  
British Tan (Smooth)  
A new light brown, lighter than British Tan (Smooth)  
A new light tan (Smooth)  
Cherrytone (Smooth)  
American Burgundy (Smooth)  
Amberstone (Smooth & Grained)  
A new orange-tan color, similar to but lighter than Russet Glow (Smooth)  
Admiral Blue (Smooth & Brushed)

## WOMEN'S LEATHERS

Benedictine (Smooth)  
A new taffy shade, deeper than Benedictine (Smooth)  
Maple (Smooth & Suede)  
Sandalwood (Smooth & Suede)  
Chestnut Brown (Suede)  
Cognac (Smooth & Suede)  
Walnut Brown (Smooth)  
Town Brown (Smooth & Suede)  
Spicetang (Suede)  
Russet Glow (Smooth)  
Tropic Tan (Smooth)  
A bluer, deeper turquoise, to replace Sky Turquoise (Smooth & Suede)  
A new brilliant Italian Green, complementary to Basque Red (Smooth & Suede)  
A new medium green, to replace Green Pepper (Smooth & Suede)  
Buttercup (Smooth & Suede)  
A new Orange Ice color, to replace Sun Coral (Smooth)

## MEN'S LEATHERS

A new Smoked Elk color, to replace Champagne Sec (Smooth)  
A new Wheat shade (same as Golden Wheat in Women's) (Smooth)  
Lariat Tan (Smooth)  
Cedar (Smooth)  
Rocky Tan (Smooth)  
Norse Brown (Grained)  
Prairie Brown (Brushed)  
Chestnut Brown (Brushed)  
Desert Copper (Brushed)  
Slate Grey (Brushed)

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## PRESIDENT'S REPORT

(Continued from Page 16)

Without attempting to take sides on the matter of whether Korea is a full-scale war, or a police action, Council saw fit, as in World War II, to provide continuing membership for those serving in the military forces.

The Association is also in the process of negotiating with the manufacturer of hide powder an agreement which will provide for the continued manufacture of this important laboratory material under any eventuality. Our annual directory has also been expanded and is being issued. A new Methods Book on approved analytical techniques is also being prepared.

Following the announcement by the Tanners' Council of the promotional program on leather, which has been initiated as the Leather Industries of America, Council, with the approval of the Tanners' Council, established an Industry Advisory Committee with Mr. Morrison as chairman. This committee has not yet started to function in this important assignment. Its purpose will be to provide a source of technical

information on any problems which arise during the course of this campaign which has such a bearing on the welfare of the industry.

My viewpoint must certainly be slanted by my experience in the petroleum industry. Obviously, the economic factors and the market position which apply to the petroleum industry and their products are not those which apply to the leather industry. One must reason with caution, therefore, in drawing any analogy between the two. Through my early years of association with the leather industry while I was studying and working at their laboratory in Cincinnati, I learned some of the business philosophy of the industry. In more recent years, it has been possible to compare the fundamentals thus acquired with those of the petroleum industry.

### Technical Man Important

One of the most striking differences is the relative position of the technical man—the research chemist and the process engineer—in the two industries. Within the short period of my association of the last eleven years, the technical progress in refining has been so rapid that most

refineries have been completely rebuilt in that period. Along with this changing of physical assets, there has been a similar change in manpower assignments. The technical men have moved from the laboratory not only to the plants but more and more they are assuming an increasing responsibility in other sections of the industry such as field engineering, market research and even in direct marketing. Two principles have dominated the trend in the industry which I believe deserve more attention in the leather industry. They are the continuous operation principle and the mechanization of all processing at the expense of manual labor. While I recognize the leather industry, because of its fundamental assignment, can probably never achieve these objectives to the same degree, yet the economies of continuous operation are so attractive and the costs of labor are increasing at such a rapid rate in recent years that the leather industry must, of necessity, concentrate increasing attention on these principles of processing if leather is going to compete on a price-performance basis with new replacement material. Our efforts as technical men have been

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For lower grade leathers—Our smooth, filled-in finish will help you up-grade lighter weight snuffed leathers.

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directed essentially to the chemistry of leather processing and that we have neglected process engineering—or perhaps, I should say, to the neglect of process engineering. In the new program that is being planned as a phase of the Leather Industries of America program, it is my recommendation that this deficiency in our fundamental approach to the problem of leather manufacture be recognized and that one phase of the new program be concerned primarily with process engineering. Since the success of such a program will depend upon the selection of personnel having a broad training in the field of fundamental engineering as well as a wide experience with present practices in industry, it is my suggestion that the industry be searched to select, perhaps on a loan or part time basis, the most inventive minds to progress this phase of the problem.

There is a second aspect of the technical problem of leather manufacture. It has been presented before, in recent meetings, but it deserves restatement. I doubt if there is any single industry in this country which has permitted its technical progress to be dominated by the developments of its raw materials suppliers as has the leather industry. Take note that I do not say that the effort of this group has not contributed substantially for there have been significant advances which have come from effort of this character. What is also important is that the process of leather making is such that the processing materials manufacturer needs the assistance of the industry in the development of new ideas and new materials. All industries—ceramics, textiles, paper and rubber, for example—offer similar opportunities for cooperative effort with the chemical industry.

But unlike these industries, there has not been a comparable effort within the leather industry to supplement this program to provide a fund of information or a source of ideas which could supply a self-sufficiency in technical progress and thus effectively safeguard the fundamental interests. This is wrong. You must remember that when a supplier initiates a research project directed to the leather industry it must satisfy two objectives. It must be satisfactory to the leather industry either because of its economics, its simplification of processing or from the increased quality or uniformity of the leather which results therefrom. Secondly, it must fit in with the sup-

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pliers' operations in many ways and be attractive economically to him. I believe you will all recognize that this is a sound precept of business administration which is basic. But what it means, in its most elementary form, is that these developments are first screened before they reach the industry to determine not whether they satisfy the former objective but whether they meet the latter objective. Developments or ideas attractive from a tanners' point of view, as a consequence, may be delayed or may never come to the attention of the industry.

### **Look To Laboratory**

The leather industry need not and should not depend on these sources to the extent that they have in the past. A larger share of the technical progress should originate in the industry laboratories and this can only come from a greater concentration of effort on the part of the industry in this direction. Let's take a completely hypothetical example to illustrate the point. A chemical concern may come across a new organic compound which, in preliminary testing, appears to possess unusual tanning properties. Its development may have been accidental or the result of one of the many projects which are initiated at times in a large organization to cover a development field extensively. Patent investigations may disclose that the particular synthesis has already been covered by a competitor who does not recognize its significance or market research may reveal a disadvantageous raw material supply situation. Under the circumstances, such a development could be shelved as a poor business risk. On the other hand, that same development, if it were made in the leather industry, would not necessarily be subject to the same deterrents and could be progressed normally to its full potentialities. In some industries, and the petroleum industry is an example here, almost the reverse situation applies to developments in the progression of new ideas. By far, the major progress in the field of technology has come from the laboratories of the various segments of the industry. When they have been proved to be practical and the pilot plant studies are complete they are turned over to the outside engineering firms for commercial design and construction. In that manner, the industry is assured that its fundamental interests are safeguarded. It does not preclude or eliminate attractive developments which can and do originate com-

pletely with outside organizations that serve the industry in an allied capacity. As with leather, the efforts complement each other but the emphasis is reversed.

The leather industry, while depressed today, still enjoys an enviable position from the standpoint of product quality in the eyes of the consuming public. This is a valuable asset on which to trade and build. I believe the Tanners' Council is moving in the right direction to achieve this objective. The Technical Association of the industry stands willing to do everything within its ability to assist in this program.

— END —

#### PRODUCT DEVELOPMENT

(Continued from Page 19)

dusty but with the realistic problems we have to face in keeping our markets solid and valuable.

Without proposing to be an authority on the proper balance between pure research and applied research in an industry research program, I nevertheless shall argue the case for focusing our attention upon the work that can clearly and definitely be identified with "product improvement." I do not deny the need for, nor the proper place in an industry program of pure research. It is not a case of choosing between one method or the other. It is rather that our concern should be for the selection of an approach to the over-all problem that will be vital, stimulating and productive of tangible results. "Product improvement stands out as the brightest beacon.

"Product improvement" demands first of all, a clear-cut definition of a problem related to production or merchandising. In our industry we have many such problems. Once they are stated, wise heads will have to determine the order of their importance, or the best sequence for setting about the solution of those problems. That approach is fundamental and sound no matter what the resources behind the program may be. If the solution of those problems entails the acquisition of so-called fundamental knowledge, we should

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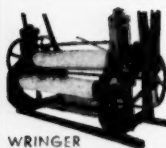
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then seek that knowledge. But in that event, the building blocks that we unearth will have a definite relation to the sort of structure that we require to survive the vicissitudes of the business climate in which we are living.

There are a number of illustrations I could give you on the thesis of research in the sense of "product improvement." We have a definite problem, for example, in the application and stability of colors. It is a problem which has been known and talked about for years. Here and there efforts have been made to solve it. Unless I am completely mistaken no one has undertaken to bring together systematically all of the facts bearing on the core of the problem, the information available, the blank spaces that have to be filled in and the new materials or processes that might be needed for the solution. Yes, there may be some pure research essential to the formulation of an answer which would enable tanners to meet customers' complaints and to sell leather more effectively. Such research must have its inception, its origin, its initial stimulus in a clearly defined area of practical necessity.

That kind of thinking is uppermost in the growing awareness management has of the growing importance of research. Its significance should be obvious. It means that we have to stop talking and thinking in vague and generalized terms, we have to begin pinpointing or at least block off specific areas of fruitful and positive investigation. We have to become aware of defects and handicaps so that the character and the quality of our products can be tailored to meet the requirements of the marketplace. Apart from what this may mean for the tanning industry in the shape of organized program and research facilities, it carries definite implications for all of us whether we be in the tanning industry directly or in related and supply industries.

In the first place, we must have a more effective means for coordination so that scraps of knowledge can be put together with the hope of seeing a pattern or jig-saw puzzle completed. Competition and free enterprise are fine and we want more of them, but the time is long past when we could offer trade secrets and gimmicks. As a past president of the Council has said, closed doors keep out more information and potential value than they safeguard. Second, this conception of research I am emphasizing means that everyone of us,

in management and in technical or research capacity in the tanning industry, has to start his thinking with one premise: Nothing is impossible. Whatever we may have assumed in the past to be incapable of solution or requiring too much time and effort might be solved if we propose a fresh approach and assume that it can be solved.

I want to indicate to you some matters of the kind I have been talking about which deserve immediate attention. Problem number one in my estimation envelops the whole field of leather finishes. Here is where we show our face literally and I regret to say we know very little about the physiology of a good complexion for leather. All too frequently our knowledge deals with cosmetics rather than fundamentals. In fact, it is not too far fetched to suggest that our approach in recent years has leaned far too heavily on the cosmetic approach.

In that respect we have lost far more than we have gained because the character of leather has been hurt and its true vital appeal has been diminished. Of course, that is only one facet of the problem. Crocking is another. The treatment of leather after it leaves us and gets into the cus-

tomers' hands and the finishing and packing rooms of the shoe factories is still another. We can no longer afford to rely on the isolated bits of knowledge and the hunches, gadgets or pet practices of a particular supplier or finisher. I should like to see some one of you spell out the questions that ought to be tackled and take a good look at whatever information is around already or that may be needed to fill missing gaps.


Take another case in a totally unrelated field. Shoe manufacturers have told the Council they want flexibility in sole leather for certain types of shoes. Is there any real reason why the customer has to follow certain treatment and processing in his own plant in order to achieve such flexibility? What do we know on the subject, and what can be drawn together and correlated as a body of information which would enable tanners to give customers what they want? If there are facts needed, in what area do they lie and what kind of work will be necessary to uncover them?

In still another field the problem of scuffing arises, namely, the resistance of the finish to abrasion or impact. Suede tanners have a constant issue thrown at them in the matter of

color transfer. Our firm has tried to find some of the answers in suede leather. We know that there must be answers because even our limited investigation has shown us possibilities that have not been explored or exploited.

Let me emphasize again I am not talking any abstract or vague research problem. What I have in mind are matters we have to cope with when we sell leather, matters that are vital to our customers in making shoes and other leather products.

I suggest to you that we have the basis for a research platform in the tanning industry, a platform that will bring the realities and potentialities of research down to earth. We do not have to look far afield for the urgent matters that should get attention from all of us, that can get support from management and above all that can enhance our merchandising and help perpetuate priority for leather in the products where leather has traditionally been the primary material. On that kind of a platform research can take on new meaning in the tanning industry. It can add solid reasons for optimism in an industry which is perennially young.



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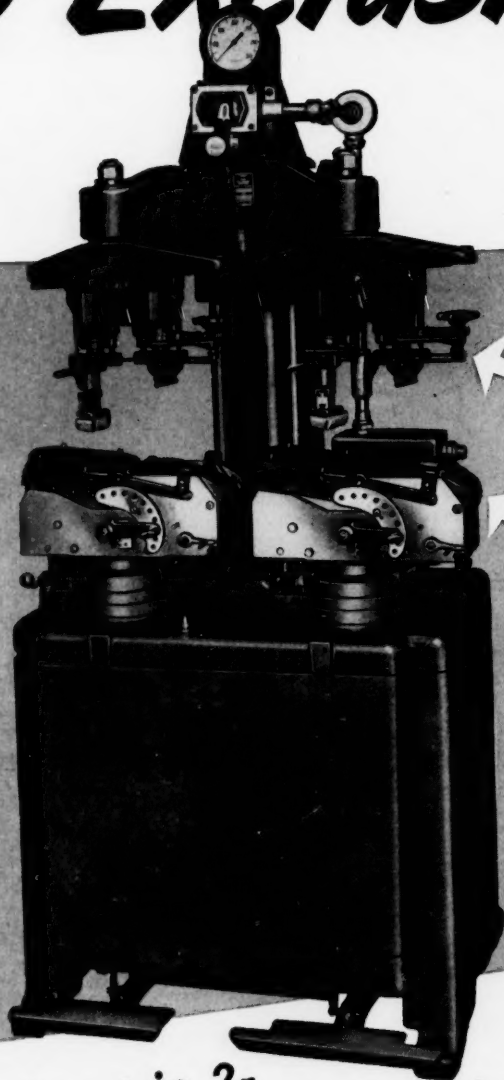
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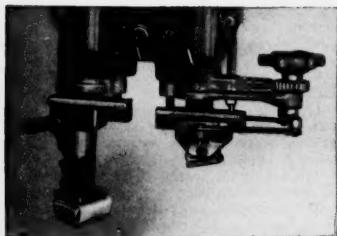
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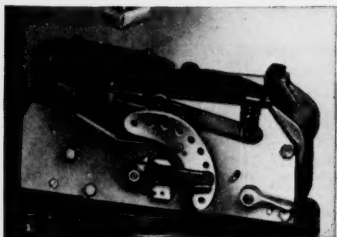
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composition. Extraction costs could be lowered and the quality of the tannin extract improved by proper selection of the slabs to give a mixture with as high a tannin content as possible.

**"Zirconium Tannage—VI: Analysis of Leather Containing Zirconium"**

By I. C. Somerville and J. Wendkos, Rohm & Haas Company

Methods of analysis of chrome tanned leather were modified to include zirconium and other minerals. A Comprehensive Method was suggested for the determination of metals present in white leather tanned with chrome and zirconium which may have been given titanium oxide, clay, lithopone, chalk and talc, as fillers and in finishing. A Simplified Method was proposed for use in control work when only a few of these ingredients are present. Typical results were shown for white kid suede tanned with zirconium alone, and for black kid suede tanned with zirconium and chrome.

**"Recent Advances in the Theory of the Structure of Collagen and Other Fibrous Proteins"**

By F. O. Schmitt, Mass. Institute of Technology

The discussion dealt with the contribution of recent x-ray, electron microscope and chemical studies to our understanding of the structure and properties of fibrous proteins. The concept of the helically coiled polypeptide chain as typical of fibrous proteins will be developed. The larger features of structure which distinguish the several proteins were considered, particular emphasis being placed upon the collagen fiber. Recent results obtained in collaboration with J. H. Highberger and J. Gross were described.

**"The Use of Carbon Dioxide for Deliming"**

By Edwin E. Ochs, John R. Evans & Company

The history of the development of and the practical applications of the use of carbon dioxide for deliming in conjunction with the bating process for kid leather was reviewed. The tangible advantages of the process and the improvement in the finished leather were presented.

**"Applications of Spectrophotometry and Color Measurement on Leather"**

By H. R. Davidson, CRL, Easton, Penna., General Aniline & Film Corporation

The four major problems to which spectrophotometry and color measuring techniques are now being applied in the textile industry are (a) analysis of colorants, (b) solution of shading problems, (c) production control, (d) filing of information on color. All of these uses are of potential interest to the leather industry. The theoretical background for color measurement was discussed briefly, but emphasis was placed on the ease with which the methods may be employed in the leather industry.

**"Notes on the Crocking of Suede Leather"**

By R. C. Jurney, Jr., and C. H. Geister, E. I. duPont de Nemours & Company, Inc.

Results of recent studies indicate that the crocking of suede leather dyed under optimum conditions may be attributed largely to particles of colored leather fiber abraded by the buffing operation and imbedded within the nap of the leather. These particles may have their origin both before dyeing (during "pearl buffing") and after dyeing (during "top buffing").

Crocking measurements of buffed and unbuffed leather, dyed under identical condition, were described and discussed. Comparative tests of the crocking of suede leather and woolen fabric dyed with the same dye were described.

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### "Study of the Burst Test As Applied to Military Upper Leather"

By E. B. Randall, C. W. Mann, J. R. Kanagy, and J. Mandel, Office of Quartermaster General and National Bureau of Standards

A study has been made on the influence of size of plunger on the bursting strength of leather. Plungers ranging in size from 1/32 inch in diameter to 1 1/4 inches in diameter were used. The tests were made on a series of different tannages of upper leather. The results of the tests indicate that the bursting strength of the leather is proportional to the diameter of the plungers for those ranging from 1/2 to 1 1/4 inches in diameter. For plungers of 1/4 and 3/8 in diameter, the ratio of bursting strength to the diameter of the plunger is slightly lower than for the larger plungers, and for 1/16 and 1/32 inch diameter the ratio is much lower. A plunger having a diameter of at least 1/2 inch is recommended for the test.

### "The Correlation Between Some Physical Properties of Leather"

By William T. Roddy and Robert M. Lollar, Tanners' Council Research Laboratory, University of Cincinnati

The correlation between several physical properties of side upper leather has been determined by measuring the strength of adjacent specimens. The same correlation coefficients have been tested for significance and combined into an estimate of population correlation by appropriate statistical methods.

Data have been obtained on the correlation coefficients between tensile strength, notch tear strength, stitch tear strength, tongue tear strength and total bursting strength. Samples were cut from the entire area of single sides as well as the area to the rear of the kidney location from several sides. The results indicate that approximately half of the variance is accounted for in their inter-relationship.

### "New England Tanners Club, Roundtable Discussion"

The discussion started with soaking operations and problems working through various beamhouse procedures, bating, pickling, tanning, finishing, etc. A general committee from the industry discussed the various phases of the program under the general chairmanship of Erskine D. Lord.

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Happich, William F., Eastern Reg. Research Lab.  
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Krakowski, Henri, Chicago Belting Co.  
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Kunetz, Joseph E., Central Lab., General Foods

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 Walton Co.  
 Morrison, James S., Reilly-Whiteman-Wal-  
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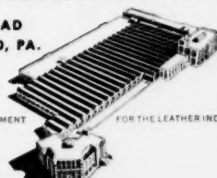
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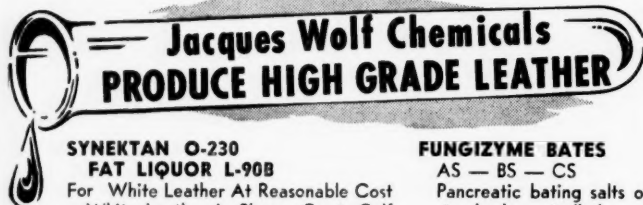
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Orthmann, Aug. C., Orthmann Laboratories, Inc.  
O'Neill, Francis B., General Dyestuff Corp.  
Ott, John P., Ottol Oil Co.

### P

Parker, William M., Griess-Pfleger Tanning Co.  
Payan, Charles F., Duclos & Payan, Ltd.  
Pentecost, R. H., A. C. Lawrence Leather Co.  
Paciello, Joseph A., E. I. duPont Co.  
Partlow, L. A., Standard Dyewood Co.  
Paul, Lothrop G., Solvay Process Division  
Peterson, Elanna, Geilich Tanning Co.  
Peterson, Curtis S., Kirstein Leather Co.  
Peterson, Wilbur S., Salem Oil & Grease Co.  
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Plotkin, Maurice, Philadelphia Quartermaster Depot  
Plumer, George Wm., Arkansas Co.  
Plumer, John E., Plumer Leather Finishing Co.  
Pollard, William, William Pollard Co.  
Porter, R. E., E. F. Drew & Co.  
Powers, Carl A., Davis & Geck  
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Priddy, K. O., Barium Reduction Corp.  
Purnell, George, Taylor, White Extracting Co.  
Putnam, Robert O., United Shoe Machinery Corp.

### Q

Quatsch, R. J., A. Davis & Sons, Ltd.  
Quenlan, David L., Seaboard Chemical, Inc.

### R

Rabinovitz, Isidor, R. & M. Laboratories  
Raftell, William C., Seco Venture  
Railo, E. G., U. S. Testing Co.  
Randall, Edwin B., Jr., National Bureau of Standards  
Rayfield, Edward Lorne, Anglo Canadian Leather Co.  
Retzsch, Clinton E., Nopco Chemical Co.  
Reynolds, George W., Surpass Leather Co.  
Roberts, B. W., Barkey Importing Co.  
Roberts, Ben, Barkey Importing Co.  
Robinson, John W., Jr., E. I. du Pont de Nemours  
Robson, Charles, Robson Leather Co., Ltd.  
Rockett, John C., United Shoe Machinery Corp.  
Roddy, William, University of Cincinnati  
Rogers, Jerome S., U. S. Dept. of Agriculture  
Roll, Bernard, Moench Tanning Co.  
Rose, Dr. Heuss, Johnstown Tanning Co.  
Roser, Martin L., Herman Roser & Sons, Inc.  
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Sabeau, Harold C., Atlas Refinery, Inc.  
 Sauer, Arthur, Tanimex Corp.  
 Sauer, Walter H., Lang Tanning Co.  
 Sawtell, Edward O., Wallerstein Co.  
 Saxe, Alexander, Saxe Cutch Corp.  
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 Schneller, John P., Chicago Rawhide Mfg. Co.  
 Schultz, K. Walter, Elkland Leather Co.  
 Schwartz, George, Universal Tanning Co.  
 Schwartz, Morton J., U. S. Dept. Commerce  
 Schweitzer, W. K., E. I. du Pont de Nemours  
 Seligsberger, Ludwig, Allied Kid Co.  
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 Sentkowski, Harry D., Geigy Co., Inc.  
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 Shaw, Robert, Rohm & Haas Co.  
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 Shepard, John B., George A. Shepard & Sons  
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 Shivas, Stephen, John A. Lang & Sons  
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 Stone, Fred H., Arkansas Co., Inc.  
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 Strynisch, Louis, Geilich Tanning Co.  
 Stubbings, Robert, Lehigh University  
 Stuewe, A. Howard, Nopco Chemical Co.  
 Stumpf, J. Herbert, Chemtan Co.  
 Sultmanis, Guans, International Products Corp.  
 Sutherland, Robert, A. C. Lawrence  
 Swedenborg, Loren A., Raser Tanning Co.  
 Symmes, Dean W., National Aniline Div.

# T

Teas, J. H. T., Teas Extract Co.  
 Tefft, William F., American Cyanamid Co.  
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 Teramura, Masae, University of Cincinnati  
 Theis, Edwin R., Lehigh University  
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 Torres, Chris A., Windin Dyestuff Corp.  
 Trask, R. Hugh, Arthur C. Trask Co.  
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Vroman, Wm., International Shoe Co.

**W**

Wagoner, J. F., Armour Leather Co.  
Walker, W. C., Charles Pfizer Co., Inc.  
Weaver, Titus, Ohio Leather Co.  
Wederbrand, Oscar V., Rohm & Haas Co.  
Weinstein, Herbert, Wm. Greiner Co.  
Weiss, Irving M., L. Farber Co.  
Weldon, Robert G., Seton Leather Co.  
Wemple, G. B., Mutual Chemical Co. of America  
Wendkos, Jesse, Rohm & Haas Co.  
White, Edward J., Surpass Leather Co.  
Whiting, Harold B., Korn Leather Co.  
Wiederhorn, Norman, United Shoe Machinery Corp.  
Willard, Jack, Seco Venture  
Williams, Dean, L. H. Lincoln & Sons  
Williams, George A., Empresa Colombianos De Curtidos  
Willis, Howard R., Salem Oil & Grease Co.  
Wilson, C. David, Fred Rueping Leather Co.  
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## MEETING

(Continued from Page 12)

year takes over the presidential office now held by Dr. Harold Turley.

Casper Drueding and Thomas Faust were made honorary lifetime members of ALCA. Both have been members of ALCA for nearly a half century.

Missing during the meeting was Dr. Ray Theis, who was temporarily confined to St. Luke's Hospital at Bethlehem, Pa. Al Schiller collected a long list of signatures from ALCA members, wishing Dr. Theis rapid recovery.



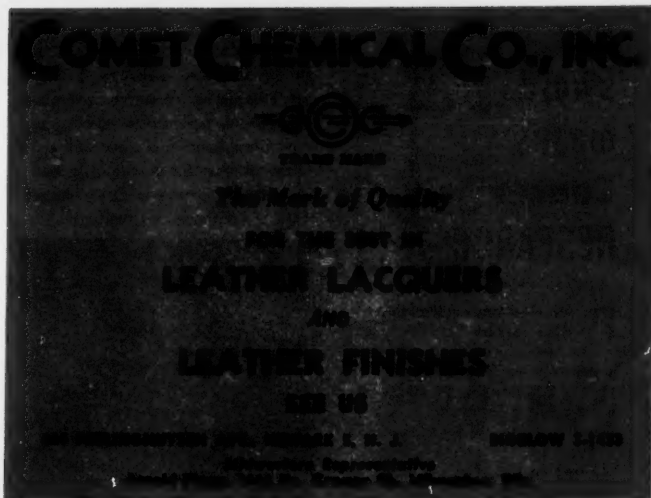
Joseph R. Kanagy  
Alsop Award Winner

Highlight of the social program was the Barn Dance held on Monday night. The huge barn, housing live cows, horses, goats and pigs, was the scene of gay costumes and square dancing. Virtually the entire ALCA registration of over 500 was on hand. The affair, under the chairmanship and guidance of Dominic Meo of Salem Oil & Grease Co., was regarded as the most novel and enjoyable social event ever held by ALCA.

A record number of women—over 100—were guests of ALCA. Each passing year has been showing an increasing number of women attending these annual conventions.

Another highlight of the meeting was the visit to the United Shoe Machinery Corporation research laboratories in nearby Beverly, Mass. Several busloads of visitors were conducted on a tour through the laboratories, were shown an array of new and experimental tanning machinery, equipment and processing methods.

Featured speaker of the ALCA banquet was Lawrence L. Jones, president of the Tanners' Council, who urged that more intensified at-



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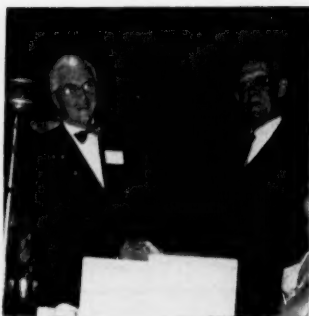
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tention be given to what he called "product improvement" within the tanning industry, based on a larger and stepped-up research program. Citing such specific needs as improved application and stability of colors, better finishes and greater flexibility of leathers, Jones stated:



Thomas A. Faust (l) and Casper Drueding, named honorary members of ALCA.

"We do not have to look far afield for the urgent matters that should get attention from all of us that can

get support from management, and above all can enhance our merchandising of leather. On that kind of a platform research can take on a new meaning in the tanning industry. It can add solid reasons for optimism in an industry which is perennially young."

Robert Koppenhoefer, president of ALCA, officially opened the meeting with a "progress report" covering significant developments within the Association over the past year.

Site for the 1953 ALCA meeting will be the Netherland-Plaza Hotel, Cincinnati.

— END —

## Better Quality

Two young girls visiting the market place in Acapulco each bought a pair of sandals similar to those worn by the Mexican Indians. Soles and heels are made of casings from old tires. Both were happy about their purchase until one noticed that her sandals were only a four-ply job while her companion was sporting white sidewalls.

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## FOREIGN NEWS

### FRENCH PROSPECTS LOW

Prospects for the French footwear industry during the remainder of 1952 are regarded as gloomy at best by the French National Leather Council, which says current problems in the industry are not likely to be solved during the remainder of the year.

Footwear output for the entire country during 1951 totaled only 47 million pairs as compared with 50 million pairs in 1950 and 65 million pairs in 1938. Estimates for 1952 place annual output at only 45 million pairs.

Retail shoe sales during the first quarter 1952 were considerably below previous year's sales records. This has forced many shoe manufacturers to put their factories on a 30-35 hour week. Factories report that large orders always carry long-term payment provisos and shoe manufacturers are hard-pressed to obtain bank funds.

On ray of light is offered by the new Export Group which now numbers some 28 participating firms supplying shoes for foreign shipment. Contracts have already been negotiated with the U. S., Canada, Switzerland, Sweden and Germany and the Group expects to export some 150,000 pairs of shoes this year—three times the 1951 figure.

### GERMANY HUMMING

The Western Germany footwear industry, despite a decline from last year's production figures, is still producing more than the country can easily consume, according to latest Government reports. During Jan., output totaled 5,969,000 pairs and this rose to 6,081,000 pairs in Feb. March figures are expected to exceed both of the previous 1952 months.

Last year's total output amounted to 79,860,000 pairs against 80,835,000 pairs produced in 1950. The German industry is making every effort to increase its export of shoes but has run into difficulties because of French export restrictions.

### BRITISH BUYERS LAG

Development of hand-to-mouth shoe buying on a major scale in England is worrying the industry there. Few retailers are willing to carry any reasonable amount of stock from month to month. Instead, they have developed the practice of rushing to their suppliers on each Friday night or Saturday morning and asking for delivery of an order on the following Saturday—now the peak selling day of the week.

As a result, manufacturers are unable to plan their production schedules to any extent. If retailers have a good week, they storm in for more shoes. If the weather has been bad and buying poor, they remain quiet. Crux of the situation seems to be a general lack of confidence in prices. With no indication that prices will remain stable even for six months ahead, buyers are unwilling to make any forward commitments.

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UNIFORMITY  
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### LEATHER FILLER

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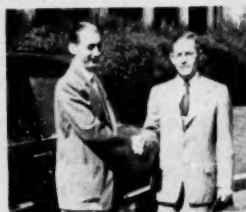
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(All identifications read left to right.) Top Row: E. J. White, E. E. Ochs, Henry Rose and Hugh Trask; Mrs. Clarence Martin, Clarence Martin, E. J. Rumpf, Jos. Norton and Mrs. Norton. Second Row: Gordon Lindsey; Bill Rossi and Cardwell Belding; Ben Roberts; Alfred S.

Berens. Third Row: Edw. Rayfield and Arthur Goetz; A. J. Pilar, Jr. and Sr.; Jack Schneller and Elmer Frodin. Bottom Row: Wm. Z. Beier and Arthur Sauer; Geo. Hodsdon, Lewis Jackson and John Feeney; Jos. Casnocha and Al Schiller.

## Coming Events

June 22-25, 1952—Mid-Atlantic Mid-Season Shoe Show. Penn-Sheraton Hotel, Philadelphia, Pa.

July 13-17, 1952—47th Annual Convention, Shoe Service Institute of America. The Sheraton Plaza Hotel (formerly The Copley Plaza Hotel), Boston, Mass.

July 27-30, 1952—Baltimore Shoe Show sponsored by the Baltimore Shoe Club, Inc., and Associated Shoe Travelers, Inc., Lord Baltimore Hotel, Baltimore, Md.

Sept. 3-5, 1952—Allied Shoe Products and Style Exhibit. Hotel Belmont-Plaza, New York.

Sept. 4-5, 1952—Showing of American Leathers for Spring and Summer, 1953. Sponsored by Tanners' Council of America, Inc. Waldorf-Astoria Hotel, New York City.

Oct. 6-8, 1952—Annual Convention of the Industrial Research Institute of Canada, Montreal, Quebec, Canada.

Oct. 22, 1952—National Hide Association Annual Fall Convention. Edgewater Beach Hotel, Chicago, Ill.

Oct. 23-24, 1952—Annual Fall Meeting, Tanners' Council of America, Inc. Edgewater Beach Hotel, Chicago, Ill.

Oct. 27-30, 1952—National Shoe Fair, sponsored by National Shoe Manufacturers Association and National Shoe Retailers Association. Palmer House and other hotels in Chicago.

Nov. 30-Dec. 4, 1952—Popular Price Shoe Show of America. Showing of shoes for Spring 1953, sponsored by National Association of Shoe Chain Stores and New England Shoe and Leather Association. Hotels New Yorker and McAlpin, New York.

April 26-28, 1953—Fifth Factory Management Conference. Sponsored by National Shoe Manufacturers Association. Netherlands-Plaza Hotel, Cincinnati, O.

June 14, 1952

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A paste for pasting all kinds of leather.

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## Deaths

### John Oscar Larsen

... 73, *cutting die executive*, died June 4 at Quincy City Hospital after a long illness. He was president of Boston Cutting Co., Boston. Active in the shoe and leather industry for many years, he founded the firm in 1926 and was active in the business until recently. He made his home in Wollaston where he was active in community affairs, including fraternal organizations such as the Masons. Surviving are his wife, Wilhelmina; and a brother, Carl, and two sons, Ernest and Alton, all officials of the firm.

### Daniel S. Whiteman

... 58, *leather chemicals executive*, died suddenly May 30. He was one of the founders and chairman of the board of Reilly - Whiteman - Walton Co. of Conshohocken, Pa. During the first World War, Whiteman served in Army Ordnance and later returned to Lehigh University where he was graduated as a mining engineer. In 1923, Whiteman and the late P. F. Reilly formed the Reilly-Whiteman-Walton

Co. in Conshohocken for the purpose of manufacturing neatsfoot oils, leather processing oils and other products for industrial purposes. He was active in the company until his death.

### Dominick La Valle

... 60, prominent *shoe manufacturer*, died June 3 at Vassar Hospital, Poughkeepsie, N. Y., after a long illness. A veteran of the fashionable shoe trade for many years, La Valle was president of La Valle, Inc., and La Valle & Sons Corp., of New York City. He was well-known as a stylist and creator of women's high style, top quality footwear. A veteran of Sicily, he came to the U. S. in 1908 and later opened his own plant. Surviving are his wife, Filippa; a son, Placido D., and two daughters, Clementina Cook and Julia Mestron.

### Bulkeley F. Winslow

... 39, *shoe machinery executive*, died at his home in Beverly, Mass., on June 9 after a brief illness. The son of Mr. and Mrs. Sidney W. Winslow, Jr., he was associated with United Shoe Machinery Corp. in its sales departments. He was graduated from Yale University and was a director of

the Herald Traveler Corp., Boston newspaper. In addition to his parents, he leaves his wife, Grace; two sons, Sidney and Jonathan; a stepdaughter, Carol McKee; and a sister, Miriam Winslow.

### Charles R. Groves

... 36, former *hide dealer*, died suddenly June 7 of a heart attack while in Pine Bluff, La. He was formerly associated with his father, Francis A. Groves in the firm Francis R. Groves & Sons, Rochester, N. Y., dealer in hides, calfskins and pelts. He made his home in West Monroe, La. Surviving are his wife, Arthrine; his father; two daughters, Helen Carol and Barbara Ann; a sister and a brother.

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BROKERS

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Kenwood Mills, Rensselaer, N. Y.

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specify KENWOOD WRINGER FELTS

for your: Stehling Continuous Feed  
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a brand of Distinctive Ex-  
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DARWEN, LANCs., ENGLAND

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Leather Chemist and Tanner

Research and Government Work a Specialty

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##### Salesman Wanted

Salesman wanted who has a following among the leading women's shoe manufacturers and stylists in New England, for our line of shoe fabrics. Good opportunity for the right man.

Address Box Z-1  
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#### Rates

Space in this department for display advertisements is \$5.00 per inch for each insertion except in the "Situations Wanted" column, where space costs \$2.00 per inch for each insertion.

Undisplayed advertisements cost \$2.50 per inch for each insertion under "Help Wanted" and "Special Notices" and \$1.00 per inch for each insertion under "Situations Wanted."

Minimum space accepted: 1 inch. Copy must be in our hands not later than Tuesday morning for publication in the issue of the following Saturday. Advertisements with box numbers are strictly confidential and no information concerning them will be disclosed by the publisher.

THE RUMPF PUBLISHING CO.  
300 W. Adams St. Chicago 6

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#### Finisher Wanted

TAKE CHARGE of finishing wallet and case leather and be superintendent over 30 men.

Address F-2,  
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Chicago 6, Ill.

#### Wanted

##### Cutting Room Foreman

Here is an excellent opportunity for a high grade man who is thoroughly acquainted with all phases of cutting room procedure. Factory is a busy plant making medium priced women's novelty shoes. State all qualifications in your first letter. Apply Box Z-3, Leather & Shoes, 10 High St., Boston 10, Mass.

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Here's a man with almost 20 years actual experience as stitching room foreman in Welt, Compo and California factories. Highest recommendations. If you are looking for an exceptionally able man, apply to Box Z-2, c/o Leather and Shoes, 10 High St., Boston 10, Mass.

#### SPECIAL MACHINERY FOR

WELTING For  
RANDS Over  
HEELS 50  
Years

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Practical for  
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BOX TOES — INNERSOLES —  
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7" & 11"  
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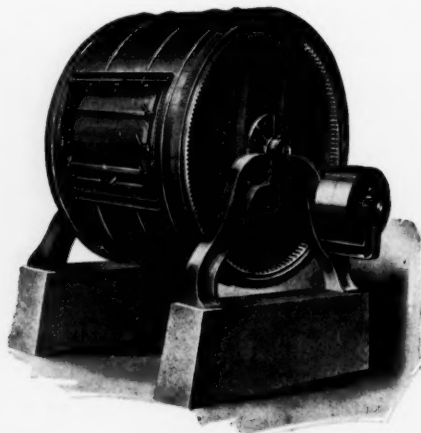
Salem, Mass.

## INDEX TO ADVERTISERS

<b>A</b>		<b>G</b>		<b>Q</b>	
Ajax Machine Co.	43	Gallagher, Paul & Co., Inc.	54	Quinn, K. J. & Co., Inc.	67
Amalgamated Leather Cos., Inc.	43	General Chemical Division, American		Quirin Lea. Press Co.	56
American Color & Chem. Co.	54	Chemical & Dye Corp.	2		
American Extract Co.	32	General Dyestuff Corp.		<b>R</b>	
Antara Chemicals Div., General Dyestuff Corp.	10	Insert facing page	26	R. & A. Lea. Finish Co.	67
Apex Chem. Co.	69	Griswold, Geo. H.	73	Reliable Lea. Pig. Fin. Co.	66
Armour Lea. Co.	41			River Plate Import & Export Corp.	57
Armstrong Cork Co.	7	<b>H</b>		Robeson Process Co.	44
Atlas Refinery, Inc.	11	Haskell-Hall Co.	46	Rohm & Haas Co.	15
		Hooker Electrochemical Co.	53		
<b>B</b>		Huyck, F. C., & Sons	72	<b>S</b>	
B.B. Chemical Co.	61	<b>I</b>		Salem Oil & Grease Co.	3
Barkey Importing Co., Inc.	50	International Products Corp.	62	Sandoz Chemical Works, Inc.	Back Cover
Borne Scrymser Co.	17	International Salt Co.	5	Schaefer Mch. Co.	73
Bostock, Thos., & Sons	73	<b>L</b>		Schlossinger & Cia, Ltda.	56
Buffalo Extract & Supply Co.	51	Leatex Chemical Co.	44	Sheridan, T. W., & C. B., Co.	49
		Lichtman, J., & Sons	42	Smidt, Phenny Leather Co.	71
<b>C</b>		Lincoln, L. H., & Son, Inc.	Front Cover	Smidt, S., Chem. Corp.	52
Calco Chemical Division, American		Lynn Innersole Co.	42	Snyder Buchram Co.	41
Cyanamid and Chemical Co.	21			Solvay Sales Corp.	56
Carley Mfg. Co.	74	<b>M</b>		Standard Dyewood Co.	45
Cataract Chemical Co., Inc.	69	Marden-Wild Corp.	48	Stehling, Chas. H., Co.	25
Comet Chemical Co.	67	Mantrorse Corp., The	60		
Commonwealth Color & Chem. Co.	47	Mead Corp.	24	<b>T</b>	
Crompton-Richmond Co., Inc.	36	Mutual Chemical Co.	13	Taber Pump Co.	45
		<b>N</b>		Tanimex Corp.	65
<b>D</b>		National Aniline Division, Allied Chem. & Dye Corp.	18	Thompson Shoe Products, Inc.	4
Diamond Alkaline Co., Martin Dennis Division	18	Insert facing Page	18	Trask, Arthur C., Co.	55
<b>E</b>		Newark Leather Finish Co.	54	Turner Tan. Mchy. Co.	23
Eastern Industrial Oil Co.	68	Nopco Chemical Co.	75		
Ellis-Allen Co.	40	<b>O</b>		<b>U</b>	
<b>F</b>		Olson Sales Agency	71	United Shoe Mchy. Corp.	6, 58 and 59
Fiber Chemical Corp.	55	Ormond Tool & Mfg. Co.	73		
Finetex, Inc.	68	Ottol Oil Co.	53	<b>V</b>	
First National Bank of Boston	37			Van Horne-Kaestner Lea. Co.	42
Fromer, Geo., Co., Inc.	60	<b>P</b>			
Fulton County Machine & Supply Co., Inc.	20	Packing House By-Products Co.	72	<b>W</b>	
		Proctor & Schwartz	63	Weber & Smith, Inc.	71
				White & Hodges	72
				Whittemore-Wright Co., Inc.	64
				Woburn Machine Co.	64
				Wolf, Jacques, & Co.	64

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"CARLEY TANNING MACHINERY SINCE 1889"



**CARLEY DRUMS FOR EVERY  
PURPOSE**

THIS DRUM CAN BE FURNISHED  
WITH RING GEAR (as shown), FLAT  
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MEET YOUR REQUIREMENTS.

WRITE US FOR PRICES ON ALL  
TANNERY EQUIPMENT

**CARLEY MFG. CO., INC.**

OLEAN  
NEW YORK



## NOTHING LIKE IMPROVEMENT!

...and the "Double Action"

**New NOPCOLENES**

*bring you improvement PLUS*

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Proceeding from the realm of one liquor to that of another—Nopcolenes—you come face to face again with improvement!

Our original Nopcolene\* fatliquors were good, but con-

tinued Nopco research has developed *improved* Nopcolenes, truly sensational fatliquors which assure excellent surface lubrication *in addition* to easily-controlled penetration.

The *improved* Nopcolenes enable the tanner to obtain leather with just the degree of surface feel, hand, break, and stretch desired. Also, being *readily soluble* and *moisture-free*, these remarkable oils offer definite economies in handling, freight, and storage.

Be sure to try the *improved* Nopcolenes—if you're not using them already.

**Free! This book gives latest data about Nopco's improved Nopcolenes, and formulas for various leathers. Write for your copy today.**



*Nopco Oils make good leather better*

**NOPCO CHEMICAL COMPANY, Harrison, N. J.**

Branches: Boston • Chicago • Cedartown, Ga. • Richmond, Cal.

\*Nopcolene is a Registered Trade Mark of Nopco Chemical Company



**COLOR BY  
SANDOZ**

**SHE WILL LOOK SMART  
WHEREVER SHE GOES!**

**SANDOZ**

*thinks ahead with leather*



She probably wouldn't know, but she's wearing Derma Blue 2B, made by Sandoz.

She probably never heard of *stability against changes of pH* or of *level dyeing*. But those are two of the qualities which have made Derma Colors a favorite among those who select dye-stuffs for the leather goods she buys.

Leather goods manufacturers have learned that Derma Colors also have excellent *solubility*, that they *glaze well*, and have *good covering power*.

Derma Blue 2B is an exclusive creation by Sandoz. It is especially suited for chrome-tanned leather. It is used as a self shade on calf and kid suede, and also as a shading dye for developed

black. It is affected very little by diazotizing and coupling with MTD, and makes a good base for the popular Navy shades on grain and suede.

Sandoz Chemical Works, Inc., 61-63 Van Dam Street, New York 13, N. Y. Also Boston, Charlotte, Chicago, Paterson, Philadelphia, Providence, Los Angeles and Toronto.